

**BOKF, NA AND BOKFS EXHIBIT INDEX**

- Exhibit 001 - 2018-03-23 Davis Resignation Letter
- Exhibit 002 - 2018-03-23 Morgeson Del-Cid Resignation Letter
- Exhibit 003 - 2018-03-23 Email BOKF Demand Letter
- Exhibit 004 - 2018-03-23 BOKF Demand Letter and Tracking Confirmations
- Exhibit 005&006 - 2018 Client Advisor Incentive Agreement for Wise & Davis
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Exhibit 024 - 2018-03-09 Del-Cid Print-Incident 03072708

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Exhibit 030 - 2018-03-07 Email Topgolf Team Outing from Manna

Exhibit 031 - 2018-03-25 Email Hilltop Securities response from Illmer

March 23, 2018

Pat Staudt:

Please accept this as my official resignation from BOK Financial Advisors effective immediately. I have decided to join Hilltop Securities Inc. The MobileIron application is active on my personal device that I designated for business use. Please be advised that I use the Nebo application for taking meeting notes for clients, prospects and business contacts. The Nebo app is also on my personal device designated for business use. To the best of my knowledge, none of these notes contain any personal identifiable information (PII) or account numbers. I intend to factory reset this personal device on Monday, March 26, 2018 after 5:00 PM CST. Please conduct and/or implement the post termination procedures you deem appropriate with regard to the MobileIron and Nebo application prior to that time. Unless you instruct me to do otherwise, I will not access or delete any information on this device prior to the factory reset.

I will coordinate collection of my personal effects from the branch at a later date.

In the unlikely event that there are any issues regarding my departure, please contact me at \_\_\_\_\_ or via phone at \_\_\_\_\_

Sincerely,

A handwritten signature in black ink, appearing to read 'RDJ' followed by a long horizontal stroke.

Ronnie Davis

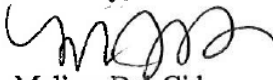
March 23, 2018

Lisa Shannon:

Please accept this as my official resignation from BOK Financial Advisors effective immediately. I have decided to join Hilltop Securities Inc.

In the unlikely event that there are any issues regarding my departure, please contact me at

Sincerely,



Melissa Del-Cid



## Desk Inventory

- ① Daughter - Soccer picture
- ② Daughter - Cheerleader picture
- ③ Daughter - School picture
- ④ Son - graduation picture
- ⑤ Son - graduation Senior poses plaque w/ stand
- ⑥ Family calendar
- ⑦ 10yr. plaque - Bank of Texas
- ⑧ picture frame w/ "Trust me" "I have everything under control" God
- ⑨ picture of my husband & daughter
- ⑩ Spur plaque
- ⑪ Sugar & Spice plaque
- ⑫ Small glass bowl w/ "Joy" Rock & green moss in it.

**Caywood, Candace**

**From:** Dorwart, Erica  
**Sent:** Friday, March 23, 2018 6:10 PM  
**To:** vwise008@gmail.com; mjdelcid@yahoo.com  
**Cc:** Dorwart, Erica; Caywood, Candace; Dorwart, Erica  
**Subject:** BOKF Demand Letter  
**Attachments:** 2018-03-23 Hilltop, Davis, Wise, Del Cid, With Attachments.pdf

FREDERIC DORWART  
 LAWYERS  
 OLD CITY HALL  
 124 EAST FOURTH STREET  
 TULSA, OKLAHOMA 74103-5010

ERICA ANNE DORWART  
 DIRECT (918)583-9960  
 EMAIL [edorwart@fdlaw.com](mailto:edorwart@fdlaw.com)

OFFICE (918) 583-9922  
 FACSIMILE (918) 583-8251

March 23, 2018

<a href="mailto:vwise008@gmail.com">vwise008@gmail.com</a> <b>Wise, Vickie</b> 3318 Blackburn Street Dallas, TX 75204	<b>Davis, Ronnie Carroll (Skip)</b> 602 Bentley Court Roanoke, TX 76262	<a href="mailto:mjdelcid@yahoo.com">mjdelcid@yahoo.com</a> <b>Del-Cid, Melissa Morgenson</b> 350 Walnut Grove Coppell, TX 75019		
<b>Hilltop Holdings, Inc.</b> 200 Crescent Court, Suite 1330 Dallas, Texas 75201  <b>Registered Agent</b> CHRISTINE A. BIALICK 6700 IH 35 NORTH NEW BRAUNFELS, TX 78130  CORPORATION SERVICE COMPANY DBA CSC - LAWYERS INCO 211 E. 7TH STREET SUITE 620 AUSTIN, TX 78701	<b>National Lloyds Corporation</b> 510 N. Valley Mills Dr., Suite 202 Waco, TX 76710  <b>Registered Agent</b> CORPORATION SERVICE COMPANY D/B/A CSC- LAWYERS INCO 211 E. 7TH STREET SUITE 620 AUSTIN, TX 78701	<b>Hilltop Securities, Inc.</b> 1201 Elm Street, Suite 3500 Dallas, TX 75270  <b>Registered Agent</b> CAPITOL CORPORATE SERVICES, INC. 206 E. 9TH STREET SUITE 1300 AUSTIN, TX 78701  CAPITOL SERVICES, INC. 1675 S. State St., Ste. B Dover, DE 19901	<b>Hilltop Investment Advisors, Inc.</b> Julie Jacobs Dupress 34 South Dahlia St. Denver, CO 802461045  <b>Registered Agent</b> Julie Jacobs Dupress 34 South Dahlia St. Denver, CO 802461045	<b>Hilltop Advisors, LLC</b> 1211 MALONE ST HOUSTON, TX 77007-3126  <b>Registered Agent</b> BRADLEY W. RAPP 1980 POST OAK BOULEVARD SUITE 1200 HOUSTON, TX 77056
<b>Hilltop National Bank</b> 300 Country Club Road Casper, WY 82609	<b>Plains Capital Bank</b> 2323 Victory Avenue, Suite 1400 Dallas, TX 75219			

**Re:**  
 Hilltop Raid

Resignations in Concert on March 23, 2018  
Vickie Sue Wise, CRD 1883523  
Ronnie Carrol "Skip" David, CRD 5400246  
Melissa Morgenson Del-Cid, CRD 2448005  
Cease and Desist Demand  
Reminder of Obligations

Frederic Dorwart, Lawyers is general counsel to BOK Financial Corporation ("BOKF") and its subsidiaries including BOKF NA dba Bank of Texas (BOKF NA) and BOK Financial Securities, Inc. (formerly BOSC, Inc. ("BOKFS")), all (collectively "BOKF"). If counsel represents you, please immediately forward this letter to your counsel and request that your counsel contact me.

The Hilltop entities in conjunction with the individual addressees of this letter planned, orchestrated, and implemented a raid on BOKF, over a holiday (Spring Break), boldly taking BOKF client advisors in Dallas, Texas, leaving not a single employee on the team.<sup>i</sup> The recipients of this letter began contacting BOKF clients, in violation of applicable law and obligations to BOKF, leaving some clients, at best confused and, at worst, with the misrepresentation that Hilltop had purchased Bank of Texas. Clients have already reported that "Our whole team there just left".

The purpose of this letter is to: (i) demand that all contact with BOKF clients cease and desist, generally and particularly due to the raid; (ii), that each recipient cease and desist all activities in violation of obligations to BOKF, (iii) to provide additional reminders regarding those obligations; (iv) to deal with confidential materials which may have been misappropriated by the recipients of this letter; and (v) to demand preservation of all documents and tangible items pertaining to these matters.

I. Due to the nature of the orchestrated raid over a holiday and conspiracies to violate obligations to BOKF by recipients of this letter, BOKF demands that the recipients each stop all contact with BOKF clients serviced by individual recipients of this letter and/or BOKF clients who became known to the individual recipient through BOKF.

II. BOKF demands that each recipient cease and cease all activities in violation of obligations to BOKF which are set out in Section III.

III. All individual addressees are aware of BOKF's position with respect to its confidential information and the value BOKF places upon its employee and customer relationships. BOKF reminds all recipients of obligations pursuant common law, statute (particularly the Trade Secrets Act), and to the attached Representative agreement, incentive plan, and/or deferred compensation plan. Each employee was obligated to comply with applicable BOKF policies and procedures, including, but not limited to the Standards of Conduct to which each employee attested, as well as the agreement not to solicit. Each representative was required to safeguard BOKF Data for BOKF, including, but not limited to: work product, employee interview notes, project notes, customer information, and the like. This letter is a reminder to each recipient that BOKF strictly and aggressively enforces its rights with respect to proprietary and confidential information and its employee and customer relationships.

I specifically direct the addressees to Representative Agreements at Paragraphs 4(B), 2(K) that respectively address notice of termination, restrictive covenants (Agreement Not to Solicit) and return of data and confidentiality.

Provision (4) (B) (Thirty Day Notice) reads as follows:

*This Agreement may be terminated by either party at any time, without case, but only by, giving thirty (30) days written notice to the other party.*

Provision (2) (J) (Agreement Not to Solicit) reads as follows:

*The Representative "shall not directly or indirectly contact or solicit any customer or employee of FI or BOSC for a period of one (1) year after the termination of this Agreement for whatever reason (whether with or without cause)..."*

Provisions (2)(K) and (2)(M) (Agreement to Return Data and Agreement regarding confidentiality)

*Shall immediately upon termination of this Agreement, deliver to BOSC all copies of all documents and electronic files concerning the business...*

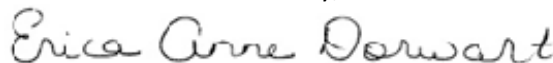
*During Representative's employment under this Agreement, BOSC shall make available to Representative and Representative will become acquainted with various. information relating to the BOSC's business operations, customers, products, marketing data, business plan, strategies, employees, contracts, financial records and accounts, projections and budgets, and similar information which are crucial to BOSC. Representative agrees that to the extent such information is not generally available to the public and gives BOSC an advantage over competitors who do not know of or use such information, such information and documents shall be deemed trade secrets of the BOSC. Representative further agrees that all such information and documents relating to the business of the BOSC, whether they are prepared by Representative or coming into Representative's possession in any other way, are owned by the BOSC and shall remain the exclusive property of the BOSC. Representative shall not misuse, misappropriate or disclose such trade secrets of BOSC, directly or indirectly, or use them for Representative's own benefit, either during the term of this Agreement or at any time thereafter, except as may be necessary or appropriate in the course of Representative's employment with the BOSC, unless such action is either previously agreed to in writing by the BOSC or required by law.*

IV. All addressees should immediately ensure, jointly and severally, that: (1) each addressee has conducted a diligent search of all sources of BOKF data, including but not limited to, paper (hard copy), and electronic copies, including, but not limited to, email accounts and contacts, social media, mobile phone cards, flash disks, disks, thumb drives, personal computers, tablet computers, laptops and the like; (2) each addressee has complied with obligations to BOKF, and (3) each addressee has no BOKF data in the addressee's possession and or control. In the event that an addressee discovers that BOKF data in any addressee's possession or control, please contact me to arrange to preserve documents and eliminate your possession and/or control of BOKF data.

V. In addition, please immediately take affirmative efforts to preserve of all documents and tangible items related to the individual recipients' transitions from employment with BOKF and/or BOKF data (including, but not limited to, all forms of electronic media regardless of ownership status (entity and/or personal ownership)).

BOKF demands that: (i) each recipient of this letter cease and desist all activities as outlined above and (ii) contact Erica Anne Dorwart at Frederic Dorwart Lawyers PLLC at 918-583-9960 and [edorwart@fdlaw.com](mailto:edorwart@fdlaw.com)) no later than noon (12:00) on Monday March 26, 2018 to discuss immediate remedies for this orchestrated raid on BOKF and violation of duties of loyalty and agreements.

Sincerely,



Erica Anne Dorwart

Counsel to BOK Financial Securities, Inc., BOKF, NA, and their Affiliates

Enclosures

Erica Anne Dorwart, OBA 18367

**Frederic Dorwart, Lawyers PLLC**

124 East Fourth Street

Tulsa, Oklahoma 74103

[edorwart@fdlaw.com](mailto:edorwart@fdlaw.com)

918-583-9960 (Direct)

918-583-9922 (Office)

---

<sup>i</sup>A single junior client advisor in Dallas, Texas was left at a different Branch.

FREDERIC DORWART  
LAWYERS  
OLD CITY HALL  
124 EAST FOURTH STREET  
TULSA, OKLAHOMA 74103-5010

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March 23, 2018

<a href="mailto:vwise008@gmail.com">vwise008@gmail.com</a>  <b>Wise, Vickie</b> 3318 Blackburn Street Dallas, TX 75204	<b>Davis, Ronnie Carroll (Skip)</b> 602 Bentley Court Roanoke, TX 76262	<a href="mailto:mjdelcid@yahoo.com">mjdelcid@yahoo.com</a>  <b>Del-Cid, Melissa Morgenson</b> 350 Walnut Grove Coppell, TX 75019		
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*During Representative's employment under this Agreement, BOSC shall make available to Representative and Representative will become acquainted with various. information relating to the BOSC's business operations, customers, products, marketing data, business plan, strategies, employees, contracts, financial records and accounts, projections and budgets, and similar information which are crucial to BOSC. Representative agrees that to the extent such information is not generally available to the public and gives BOSC an advantage over competitors who do not know of or use such information, such information and documents shall be deemed trade secrets of the BOSC. Representative further agrees that all such information and documents relating to the business of the BOSC, whether they are prepared by Representative or coming into Representative's possession in any other way, are owned by the BOSC and shall remain the exclusive property of the BOSC. Representative shall not misuse, misappropriate or disclose such trade secrets of BOSC, directly or indirectly, or use them for Representative's own benefit, either during the term of this Agreement or at any time thereafter, except as may be necessary or appropriate in the course of Representative's employment with the BOSC, unless such action is either previously agreed to in writing by the BOSC or required by law.*

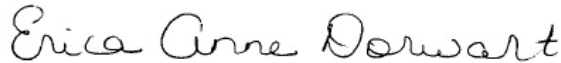
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Sincerely,

A handwritten signature in cursive script that reads "Erica Anne Dorwart".

Erica Anne Dorwart

Counsel to BOK Financial Securities, Inc., BOKF, NA, and their Affiliates

Enclosures



# BOK FINANCIAL CORPORATION

## **WEALTH MANAGEMENT Client Advisor 2018 Schedule**

### **PAYMENT OF BENEFITS**

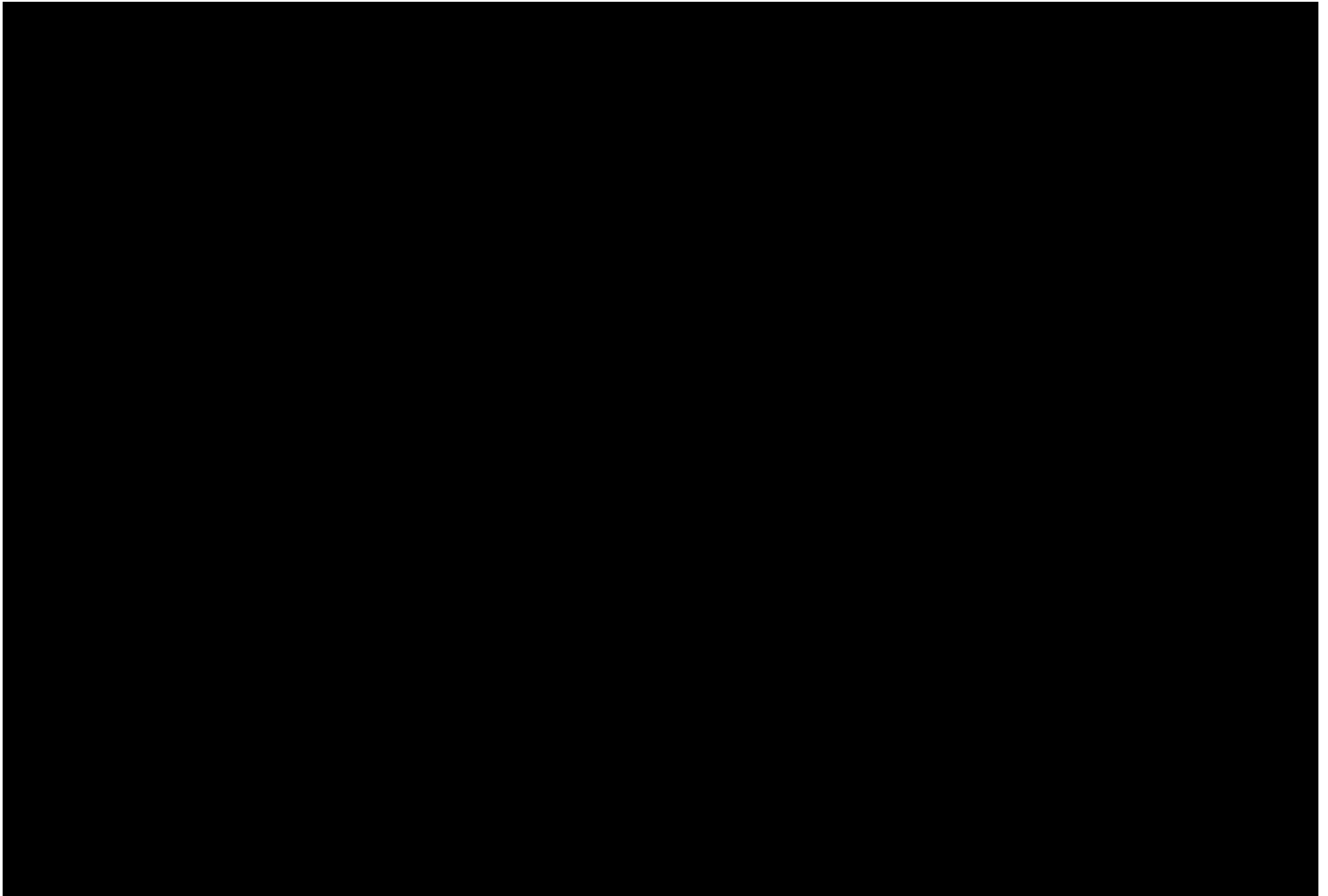
This Schedule is subject to the Incentive Compensation Master Incentive Plan and applicable Addendum which are incorporated by reference into this schedule.

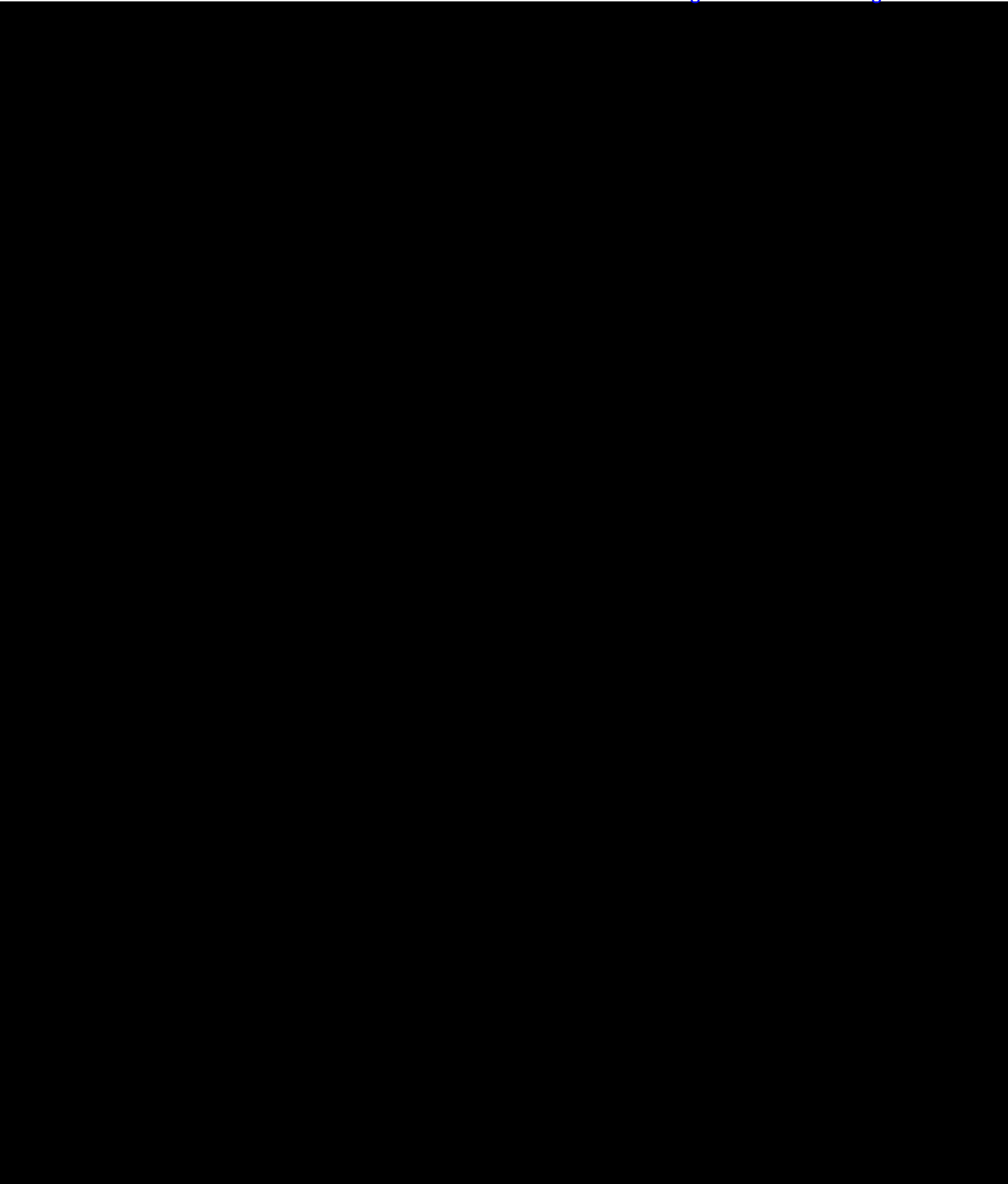
### **PARTICIPATION DESIGNATION**

The following employees are eligible to participate in the Plan:

- Client Advisor (80672)

### **AWARD DETERMINATION**







#### **ADDITIONAL PLAN PROVISIONS**

Employee agrees that, during employment and for a period of one (1) year following any termination of employment for any reason, Employee shall not, (whether as an officer, director, employee, partner, stockholder, creditor or agent, or representative of other persons or entities), (i) directly solicit the sales of goods, service or a combination of goods and services from established customers of BOK Financial or any of its affiliates or (ii) directly solicit employees of BOK Financial or any affiliates of BOK Financial to seek employment with any person or entity providing banking and/or financial services and/or other goods and services offered by BOK Financial and/or its affiliates except on behalf of BOK Financial and/or its affiliates. The foregoing agreement not to solicit notwithstanding, to the extent that the employee has entered into an agreement with BOK Financial and/or an affiliate, and the agreement contains greater restrictive covenants in favor of BOK Financial and/or an affiliate, the greater restrictive covenant supersedes this provision.



# BOK FINANCIAL CORPORATION

## **WEALTH MANAGEMENT DIVISION BOKFS Securities Sales/Service Specialist 2018 Schedule**

### **PAYMENT OF BENEFITS**

This Schedule is subject to the Incentive Compensation Master Incentive Plan and applicable Addendum which are incorporated by reference into this schedule.

### **PARTICIPATION DESIGNATION**

The following BOKFS employees are eligible to participate in the Plan as of their employment date:

- Securities Sales/Service Specialist - 20223
- Sr. Securities Sales/Service Specialist - 80332

### **AWARD DETERMINATION**

### **ADDITIONAL PLAN PROVISIONS**

Employee agrees that, during employment and for a period of one (1) year following any termination of employment for any reason, Employee shall not, (whether as an officer, director,

employee, partner, stockholder, creditor or agent, or representative of other persons or entities), (i) directly solicit the sales of goods, service or a combination of goods and services from established customers of BOK Financial or any of its affiliates or (ii) directly solicit employees of BOK Financial or any affiliates of BOK Financial to seek employment with any person or entity providing banking and/or financial services and/or other goods and services offered by BOK Financial and/or its affiliates except on behalf of BOK Financial and/or its affiliates. The foregoing agreement not to solicit notwithstanding, to the extent that the employee has entered into an agreement with BOK Financial and/or an affiliate, and the agreement contains greater restrictive covenants in favor of BOK Financial and/or an affiliate, the greater restrictive covenant supersedes this provision.

**BOSC, INC.**  
**REPRESENTATIVE AGREEMENT**

This Agreement is made and entered into this 3 day of April, 2012 by and between BOSC, Inc., an Oklahoma Corporation ("BOSC") and Roanie Davis JA ("Representative").

In consideration of the mutual promises hereinafter made and other good and valuable consideration (the receipt and adequacy of which BOSC and Representative hereby acknowledge), BOSC and Representative agree as follows:

**1. BOSC'S OBLIGATIONS. BOSC:**

- A. Hereby appoints Representative as its agent to be located in a branch office of Bank of Texas (hereinafter "FI") located at 5956 Sherry Ln, Suite 209, Dallas, TX 75225 ("Branch Office") to solicit purchases of securities and investments offered through BOSC to depositors and customers of FI and to the general public.
- B. Shall exercise exclusive control over the Representative with respect to all aspects of securities transactions and related securities business through a Series 24 licensed principal of BOSC who shall serve as the Branch Manager ("Branch Manager") of the Office of Supervisory Jurisdiction through which all securities activities shall take place.
- C. BOSC shall employ Representative as a professional with compensation to be paid to Representative pursuant to separate agreement between BOSC and Representative and in accordance with the policies and procedures then in effect at BOSC.

**2. THE REPRESENTATIVE'S OBLIGATIONS. The Representative:**

- A. Shall provide to prospective purchasers a current prospectus or other offering materials when required by the federal and/or state securities laws, shall explain fully the terms of any security or investment offering for sale to a customer, shall make no untrue or misleading statements or representations, shall not omit any material information or facts pertaining to any aspect of the transaction or sale, and shall comply with all laws respecting offers and sales of securities and advising persons on such matters.
- B. Shall (i) conduct business in accordance with the rules and regulations of the Securities and Exchange Commission (SEC), the National Association of Securities Dealers (NASD), any state agencies regulating Representative's activities, (ii) conduct business in accordance with the policies and procedures of BOSC and the best customs and procedures of the securities industry, (iii) shall not conduct business or receive funds until fully licensed as required by all such laws, rules and regulations, and (iv) shall accept such supervision and



control by his/her Branch Manager and officers of BOSC as BOSC determines is necessary or appropriate to fully and timely comply with all such laws, regulations, rules, customs and procedures. Without limiting the generality of the foregoing, shall not, directly or indirectly, (i) engage in municipal securities business with an issuer to whom the Representative has made a political contribution within the previous two years (other than a contribution in an amount less than \$250 to an official of such issuer for whom the Representative is entitled to vote) or (ii) make a political contribution to any issuer to whom the Representative is engaging or seeking to engage in the municipal securities business.

- C. Shall (i) mail any correspondence, make any communication or cause any advertising to be made respecting investments or the investment business only after said correspondence, communication or advertising is approved in advance by BOSC and (ii) provide copies of all such correspondence, communication and advertising to BOSC in accordance with all applicable SEC, NASD and state agencies rules and regulations.
- D. Shall accept payments from customers by check or money order only payable to the underwriter, investment company or insurance company designated by BOSC.
- E. Shall indemnify BOSC and hold BOSC harmless from any and all loss, cost or liability (including legal, accounting and expert fees and expenses) which result from the Representative's negligence, violation, or other misconduct.
- F. Shall not act in any manner whatsoever as an agent for any individual or entity competitive in any respect with BOSC.
- G. Shall (i) represent to all customers and prospective customers, whenever he/she is soliciting purchases or interviewing customers or otherwise, that (a) he/she is acting as a Representative of BOSC and (b) all orders for securities will be placed through BOSC and (ii) conduct all business totally separate and distinct from all other business conducted at the FI.
- H. Shall conduct himself/herself and his/her affairs in a professional manner consistent with the building of a quality reputation for himself/herself and BOSC and in accordance with the best standards of the industry.
- I. Recognizes that (i) he/she shall accept direction for BOSC securities activities solely from BOSC in accordance with BOSC's policies and procedures, and (ii) will neither seek nor accept direction regarding the conduct of securities business from any individual or group who is not a duly authorized BOSC Branch Manager or BOSC officer.
- J. Shall not (i) directly solicit any established customer of BOSC for a period of one (1) year after the termination of this Agreement (for whatever reason,



whether with or without cause) or (ii) solicit any employee of BOSC to accept employment with any entity for a period of one (1) year after termination of this Agreement (for whatever reason, whether with or without cause). This promise by Representative may be enforced by temporary, preliminary and permanent injunctive relief without the necessity of establishing irreparable injury and without the posting of any bond, in addition to any other remedies the law may provide. Without limiting the generality of the provisions of this paragraph, the phrase "directly solicit any established customer of BOSC" includes (i) making or participating in any mail or e-mail communication to such customer which is not part of a mass mailing to a public of which established customers of BOSC are an insignificant part the purpose of which was not to communicate with established customers of BOSC and (ii) having or participating in any meeting with or making or participating in telephone call to such customer unless such customer was an established social friend of the Representative and the purpose of the telephone call was strictly social.

- K. Shall, immediately upon termination of this Agreement, deliver to BOSC all copies of all documents and electronic files concerning the business (including training, licensure, commission, and production information) of BOSC and/or FI and/or customers of BOSC and/or FI including all electronic files and documents (whether prepared by BOSC and/or FI or the Representative and whether prepared before or after the start of this Agreement) containing any information respecting the identities of the customers of BOSC and/or FI or their addresses or telephone numbers, or the nature or amounts of their investments, assets or liabilities, or their investment needs or strategies. Without limiting the generality of the provisions of this Paragraph, as used in this Paragraph the words "documents and electronic files concerning the business of BOSC" includes all documents identified in the BOSC Quarterly Certification, diaries, handwritten notes, address books, calendars, and other documents (written or electronic and whether or not Representative regards such documents as his/her personal documents) which contain any of the information described in the Paragraph whether prepared by Representative or BOSC.
- L. Shall completely perform all duties (including the duty of loyalty) owed by Representative to his prior employer until such time as such duties shall have terminated, return to his employer all copies and electronic files of his prior employer (of the kind described in the preceding paragraph relating to the business of his prior employer, and comply with all lawful agreements limiting the Representative's right to engage in the securities business.
- M. During Representative's employment under this Agreement, BOSC shall make available to Representative and Representative will become acquainted with various information relating to the BOSC's business operations, customers, products, marketing data, business plans, strategies, employees, contracts, financial records and accounts, projections and budgets, and similar information which are crucial to BOSC. Representative agrees that to the extent such information is not generally available to the public and gives BOSC an

advantage over competitors who do not know of or use such information, such information and documents shall be deemed trade secrets of the BOSC. Representative further agrees that all such information and documents relating to the business of the BOSC, whether they are prepared by Representative or coming into Representative's possession in any other way, are owned by the BOSC and shall remain the exclusive property of the BOSC. Representative shall not misuse, misappropriate or disclose such trade secrets of BOSC, directly or indirectly, or use them for Representative's own benefit, either during the term of this Agreement or at any time thereafter, except as may be necessary or appropriate in the course of Representative's employment with the BOSC, unless such action is either previously agreed to in writing by the BOSC or required by law.

3. **LIMITED OF AUTHORITY AND REPRESENTATIVE'S REPRESENTATION.**

- A. The Representative is a limited agent of BOSC only and has no authority to bind BOSC in any way except to communicate to customers materials supplied by BOSC and to accept transactions in securities offered through BOSC.
- B. The Representative hereby represents that he/she has delivered to BOSC true copies of all agreements by which Representative may be bound which purport to limit the ability of Representative to engage in the securities business.

4. **TERMINATION OF AGREEMENT.**

- A. The effective date of this Agreement shall be April 3, 2012. This Agreement shall automatically renew on the April 15 next following and on each April 15 thereafter for one year periods unless this Agreement is terminated as hereafter provided.
- B. This Agreement may be terminated by either party at any time, without cause, by but only by, giving thirty (30) days written notice to the other party.
- C. This Agreement shall automatically terminate (i) upon cancellation of Representative's coverage by his/her surety company or (ii) upon cancellation or non-renewal of any required license.
- D. This Agreement may be terminated by BOSC at any time without notice for a breach of this Agreement by the Representative.
- E. The death of the Representative shall automatically terminate this Agreement on the date of death.
- F. Upon termination, the Representative shall cease using the name BOSC, shall no longer hold himself/herself out as a Representative and shall return all materials bearing the BOSC name to BOSC and as otherwise provided herein



5. **MISCELLANEOUS PROVISIONS.** The following miscellaneous provisions shall apply to this Agreement:

- A. All notices or advices required or permitted to be given by or pursuant to this Agreement, shall be given in writing. All such notices and advices shall be (i) delivered personally, (ii) delivered by facsimile or delivered by U.S. Registered or Certified Mail, Return Receipt Requested mail, or (iii) delivered for overnight delivery by a nationally recognized overnight courier service. Such notices and advices shall be deemed to have been given (i) the first business day following the date of delivery if delivered personally or by facsimile, (ii) on the third business day following the date of mailing if mailed by U.S. Registered or Certified Mail, Return Receipt Requested, or (iii) on the date of receipt if delivered for overnight delivery by a nationally recognized overnight courier service. All such notices and advices and all other communications related to this Agreement shall be given as follows:

If to BOSC:

Scott Grauer  
BOSC, Inc.  
Williams Tower, Ninth Floor  
Tulsa, Oklahoma 74103  
918-595-3165 - Tel  
918-588-6510 - Fax

If to Representative:

*Ronnie Davis Jr.*  
*5956 Stern Ln Suite 700*  
*Dallas, TX 75225*  
*214-932-3081* - Telephone  
*214-346-3943* - Fax

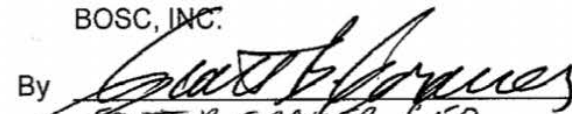
or to such other address as the party may have furnished to the other parties in accordance herewith, except that notice of change of addresses shall be effective only upon receipt.

- B. This Agreement shall be deemed made and executed in Tulsa County, Oklahoma.
- C. This Agreement shall be subject to, and interpreted by and in accordance with, the laws (excluding conflict of law provisions) of the State of Oklahoma.
- D. This Agreement is the entire Agreement of the parties respecting the subject matter hereof. There are no other agreements, representations or warranties, whether oral or written, respecting the subject matter hereof.

- E. No course of prior dealings involving any of the parties hereto and no usage of trade shall be relevant or advisable to interpret, supplement, explain or vary any of the terms of this Agreement, as expressly provided herein.
- F. This Agreement, and all the provisions of this Agreement, shall be deemed drafted by all of the parties hereto. This Agreement shall not be interpreted strictly for or against any party, but solely in accordance with the fair meaning of the provisions hereof to effectuate the purposes and interest of this Agreement.
- G. Each party hereto has entered into this Agreement based solely upon the agreements, representations and warranties expressly set forth herein and upon his own knowledge and investigation.
- H. Each of the persons signing below on behalf of a party hereto represents and warrants that he or she has full requisite power and authority to execute and deliver this Agreement on behalf of the party for whom he or she is signing and to bind such party to the terms and conditions of this Agreement.
- I. This Agreement may be executed in counterparts, each of which shall be deemed an original. This Agreement shall become effective only when all of the parties hereto shall have executed the original or counterpart hereof. This agreement may be executed and delivered by a facsimile transmission of a counterpart hereof.
- J. In any action brought by a party hereto to enforce the obligations of any other party hereto, the prevailing party shall be entitled to collect from the opposing parties to such action such party's reasonable attorneys fees and costs (including court costs, reasonable fees of accountants and experts, and other expenses incidental to the action).
- K. This Agreement shall be binding upon and shall inure to the benefit of the parties and their respective successors and assigns. This is not a third party beneficiary contract. No person or entity other than a party hereto shall have any rights under this Agreement. This Agreement may be amended or modified only in a writing which specifically references this Agreement.

BOSC, INC.

By

  
SCOTT B. GRAUER, CEO

"Representative" Renee Davis JA

**AMENDMENT TO BOSC, INC. REPRESENTATIVE AGREEMENT**

The BOSC, Inc. Representative Agreement dated as of 4-3-12 (the "Agreement"), among BOSC, Inc., an Oklahoma Corporation ("BOSC") and Ronnie Davis JR (the "Representative") shall be amended as set forth below.

***Amendment.***

1. **BOSC's OBLIGATIONS.** The following Paragraph D shall be inserted immediately following Paragraph C of the Agreement:

D. With respect to Representative's engagement to solicit advisory clients, shall: provide certain training and supervision over Representative's advisory practices, provide copies of the appropriate Form(s) ADV – Part II and related schedules, and any updates thereof and provide a copy of the advisory agreement and support during contract negotiations.

2. **THE REPRESENTATIVE'S OBLIGATIONS.** The following Paragraph N shall be inserted immediately following Paragraph M of the Agreement:

N. With respect to Representative's engagement to solicit advisory clients, shall: identify and solicit potential advisory clients, provide such potential client a copy of the appropriate Form(s) ADV – Part II and related schedules, and any updates thereof, and obtain, at or prior to the time such client enters into an advisory agreement, an acknowledgement that such client has received a copy of Form ADV – Part II and related schedules, provide ongoing services that are reasonably designed to support retention of such clients, and only use the advisory agreement and written materials that have been provided and approved and only make representations that have been so approved.

***Entire Agreement.*** The Agreement, as amended herein, constitutes the entire agreement and understanding of the parties with respect to its subject matter and supersedes all oral communications or prior writings (except as otherwise provided herein) with respect thereto.

***Governing Law.*** This Amendment shall be governed by and construed in accordance with the laws of the State of Oklahoma without reference to choice of law doctrine.

**IN WITNESS WHEREOF,** the parties hereto have caused this Amendment to be executed as of the date first above written and do each hereby warrant and represent that their respective signatory, whose signature appears below, has been and is on the date of this Amendment duly authorized by all necessary and appropriate corporate action to execute this Amendment.

BOSC, Inc.

By: By: 

Name: SCOTT B. GRAUER

Name: Rennie Davis Jr

Title: CEO

Title: Representative



**BOSC, INC.**  
**REPRESENTATIVE AGREEMENT**

This Agreement is made and entered into this 21<sup>st</sup> day of June, 2006  
by and between BOSC, Inc., an Oklahoma Corporation ("BOSC") and  
Melissa Jo Morgeson ("Representative").

In consideration of the mutual promises hereinafter made and other good and valuable consideration (the receipt and adequacy of which BOSC and Representative hereby acknowledge), BOSC and Representative agree as follows:

1. **BOSC'S OBLIGATIONS.** BOSC:

- A. Hereby appoints Representative as its agent to be located in a branch office of BANK OF OKLAHOMA, N.A. (hereinafter "FI") located at 5956 Sherry Lane, Ste 100 ("Branch Office") to solicit purchases of securities and investments offered through BOSC to depositors and customers of FI and to the general public.
- B. Shall exercise exclusive control over the Representative with respect to all aspects of securities transactions and related securities business through a Series 24 licensed principal of BOSC who shall serve as the Branch Manager ("Branch Manager") of the Office of Supervisory Jurisdiction through which all securities activities shall take place.
- C. BOSC shall employ Representative as a professional with compensation to be paid to Representative pursuant to separate agreement between BOSC and Representative and in accordance with the policies and procedures then in effect at BOSC.

2. **THE REPRESENTATIVE'S OBLIGATIONS.** The Representative:

- A. Shall provide to prospective purchasers a current prospectus or other offering materials when required by the federal and/or state securities laws, shall explain fully the terms of any security or investment offering for sale to a customer, shall make no untrue or misleading statements or representations, shall not omit any material information or facts pertaining to any aspect of the transaction or sale, and shall comply with all laws respecting offers and sales of securities and advising persons on such matters.
- B. Shall (i) conduct business in accordance with the rules and regulations of the Securities and Exchange Commission (SEC), the National Association of Securities Dealers (NASD), any state agencies regulating Representative's activities, (ii) conduct business in accordance with the policies and procedures of BOSC and the best customs and procedures of the securities industry, (iii) shall not conduct business or receive funds until fully licensed as required by all such laws, rules and regulations, and (iv) shall accept such supervision and control by his/her Branch Manager and officers of BOSC as BOSC determines is necessary or appropriate to fully and timely comply with

all such laws, regulations, rules, customs and procedures. Without limiting the generality of the foregoing, shall not, directly or indirectly, (i) engage in municipal securities business with an issuer to whom the Representative has made a political contribution within the previous two years (other than a contribution in an amount less than \$250 to an official of such issuer for whom the Representative is entitled to vote) or (ii) make a political contribution to any issuer to whom the Representative is engaging or seeking to engage in the municipal securities business.

- C. Shall (i) mail any correspondence, make any communication or cause any advertising to be made respecting investments or the investment business only after said correspondence, communication or advertising is approved in advance by BOSC and (ii) provide copies of all such correspondence, communication and advertising to BOSC in accordance with all applicable SEC, NASD and state agencies rules and regulations.
- D. Shall accept payments from customers by check or money order only payable to the underwriter, investment company or insurance company designated by BOSC.
- E. Shall indemnify BOSC and hold BOSC harmless from any and all loss, cost or liability (including legal, accounting and expert fees and expenses) which result from the Representative's negligence, violation, or other misconduct.
- F. Shall not act in any manner whatsoever as an agent for any individual or entity competitive in any respect with BOSC.
- G. Shall (i) represent to all customers and prospective customers, whenever he/she is soliciting purchases or interviewing customers or otherwise, that (a) he/she is acting as a Representative of BOSC and (b) all orders for securities will be placed through BOSC and (ii) conduct all business totally separate and distinct from all other business conducted at the FI.
- H. Shall conduct himself/herself and his/her affairs in a professional manner consistent with the building of a quality reputation for himself/herself and BOSC and in accordance with the best standards of the industry.
- I. Recognizes that (i) he/she shall accept direction for BOSC securities activities solely from BOSC in accordance with BOSC's policies and procedures, and (ii) will neither seek nor accept direction regarding the conduct of securities business from any individual or group who is not a duly authorized BOSC Branch Manager or BOSC officer.
- J. Shall not (i) directly solicit any established customer of BOSC for a period of one (1) year after the termination of this Agreement (for whatever reason, whether with or without cause) or (ii) solicit any employee of BOSC to accept employment with any entity for a period of one (1) year after termination of this Agreement (for whatever reason, whether with or without cause). This promise by Representative may be enforced by temporary, preliminary and



permanent injunctive relief without the necessity of establishing irreparable injury and without the posting of any bond, in addition to any other remedies the law may provide. Without limiting the generality of the provisions of this paragraph, the phrase "directly solicit any established customer of BOSC" includes (i) making or participating in any mail or e-mail communication to such customer which is not part of a mass mailing to a public of which established customers of BOSC are an insignificant part the purpose of which was not to communicate with established customers of BOSC and (ii) having or participating in any meeting with or making or participating in telephone call to such customer unless such customer was an established social friend of the Representative and the purpose of the telephone call was strictly social.

- K. Shall, immediately upon termination of this Agreement, deliver to BOSC all copies of all documents and electronic files concerning the business (including training, licensure, commission, and production information) of BOSC and/or FI and/or customers of BOSC and/or FI including all electronic files and documents (whether prepared by BOSC and/or FI or the Representative and whether prepared before or after the start of this Agreement) containing any information respecting the identities of the customers of BOSC and/or FI or their addresses or telephone numbers, or the nature or amounts of their investments, assets or liabilities, or their investment needs or strategies. Without limiting the generality of the provisions of this Paragraph, as used in this Paragraph the words "documents and electronic files concerning the business of BOSC" includes all documents identified in the BOSC Quarterly Certification, diaries, handwritten notes, address books, calendars, and other documents (written or electronic and whether or not Representative regards such documents as his/her personal documents) which contain any of the information described in the Paragraph whether prepared by Representative or BOSC.
- L. Shall completely perform all duties (including the duty of loyalty) owed by Representative to his prior employer until such time as such duties shall have terminated, return to his employer all copies and electronic files of his prior employer (of the kind described in the preceding paragraph relating to the business of his prior employer, and comply with all lawful agreements limiting the Representative's right to engage in the securities business.
- M. During Representative's employment under this Agreement, BOSC shall make available to Representative and Representative will become acquainted with various information relating to the BOSC's business operations, customers, products, marketing data, business plans, strategies, employees, contracts, financial records and accounts, projections and budgets, and similar information which are crucial to BOSC. Representative agrees that to the extent such information is not generally available to the public and gives BOSC an advantage over competitors who do not know of or use such information, such information and documents shall be deemed trade secrets of the BOSC. Representative further agrees that all such information and documents relating to the business of the BOSC, whether

they are prepared by Representative or coming into Representative's possession in any other way, are owned by the BOSC and shall remain the exclusive property of the BOSC. Representative shall not misuse, misappropriate or disclose such trade secrets of BOSC, directly or indirectly, or use them for Representative's own benefit, either during the term of this Agreement or at any time thereafter, except as may be necessary or appropriate in the course of Representative's employment with the BOSC, unless such action is either previously agreed to in writing by the BOSC or required by law.

3. **LIMITED OF AUTHORITY AND REPRESENTATIVE'S REPRESENTATION.**

- A. The Representative is a limited agent of BOSC only and has no authority to bind BOSC in any way except to communicate to customers materials supplied by BOSC and to accept transactions in securities offered through BOSC.
- B. The Representative hereby represents that he/she has delivered to BOSC true copies of all agreements by which Representative may be bound which purport to limit the ability of Representative to engage in the securities business.

4. **TERMINATION OF AGREEMENT.**

- A. The effective date of this Agreement shall be June 21, 2006. This Agreement shall automatically renew on the April 15 next following and on each April 15 thereafter for one year periods unless this Agreement is terminated as hereafter provided.
- B. This Agreement may be terminated by either party at any time, without cause, by but only by, giving thirty (30) days written notice to the other party.
- C. This Agreement shall automatically terminate (i) upon cancellation of Representative's coverage by his/her surety company or (ii) upon cancellation or non-renewal of any required license.
- D. This Agreement may be terminated by BOSC at any time without notice for a breach of this Agreement by the Representative.
- E. The death of the Representative shall automatically terminate this Agreement on the date of death.
- F. Upon termination, the Representative shall cease using the name BOSC, shall no longer hold himself/herself out as a Representative and shall return all materials bearing the BOSC name to BOSC and as otherwise provided herein

5. **MISCELLANEOUS PROVISIONS.** The following miscellaneous provisions shall apply to this Agreement:

- A. All notices or advices required or permitted to be given by or pursuant to this Agreement, shall be given in writing. All such notices and advices shall be (i) delivered personally, (ii) delivered by facsimile or delivered by U.S. Registered or Certified Mail, Return Receipt Requested mail, or (iii) delivered for overnight delivery by a nationally recognized overnight courier service. Such notices and advices shall be deemed to have been given (i) the first business day following the date of delivery if delivered personally or by facsimile, (ii) on the third business day following the date of mailing if mailed by U.S. Registered or Certified Mail, Return Receipt Requested, or (iii) on the date of receipt if delivered for overnight delivery by a nationally recognized overnight courier service. All such notices and advices and all other communications related to this Agreement shall be given as follows:

If to BOSC:

Scott Grauer  
BOSC, Inc.  
Williams Tower, Ninth Floor  
Tulsa, Oklahoma 74103  
918-595-3165 - Tel  
918-588-6510 - Fax

If to Representative:

Melissa Jo Morgeson  
5956 Sherry Ln. Ste 100  
Dallas, TX 75225  
214-346-3440 - Telephone  
214-346-3443 - Fax

or to such other address as the party may have furnished to the other parties in accordance herewith, except that notice of change of addresses shall be effective only upon receipt.

- B. This Agreement shall be deemed made and executed in Tulsa County, Oklahoma.
- C. This Agreement shall be subject to, and interpreted by and in accordance with, the laws (excluding conflict of law provisions) of the State of Oklahoma.
- D. This Agreement is the entire Agreement of the parties respecting the subject matter hereof. There are no other agreements, representations or warranties, whether oral or written, respecting the subject matter hereof.
- E. No course of prior dealings involving any of the parties hereto and no usage of trade shall be relevant or advisable to interpret, supplement, explain or vary any of the terms of this Agreement, as expressly provided herein.
- F. This Agreement, and all the provisions of this Agreement, shall be deemed drafted by all of the parties hereto. This Agreement shall not be interpreted



strictly for or against any party, but solely in accordance with the fair meaning of the provisions hereof to effectuate the purposes and interest of this Agreement.

- G. Each party hereto has entered into this Agreement based solely upon the agreements, representations and warranties expressly set forth herein and upon his own knowledge and investigation.
- H. Each of the persons signing below on behalf of a party hereto represents and warrants that he or she has full requisite power and authority to execute and deliver this Agreement on behalf of the party for whom he or she is signing and to bind such party to the terms and conditions of this Agreement.
- I. This Agreement may be executed in counterparts, each of which shall be deemed an original. This Agreement shall become effective only when all of the parties hereto shall have executed the original or counterpart hereof. This agreement may be executed and delivered by a facsimile transmission of a counterpart hereof.
- J. In any action brought by a party hereto to enforce the obligations of any other party hereto, the prevailing party shall be entitled to collect from the opposing parties to such action such party's reasonable attorneys fees and costs (including court costs, reasonable fees of accountants and experts, and other expenses incidental to the action).
- K. This Agreement shall be binding upon and shall inure to the benefit of the parties and their respective successors and assigns. This is not a third party beneficiary contract. No person or entity other than a party hereto shall have any rights under this Agreement. This Agreement may be amended or modified only in a writing which specifically references this Agreement.

BOSC, INC.

By Melissa Jo Morgan

Scott B. Grauer  
SCOTT B. GRAUER, PRES. & CEO

**Caywood, Candace**

**From:** Dorwart, Erica  
**Sent:** Friday, March 23, 2018 6:10 PM  
**To:** vwise008@gmail.com; mjdelcid@yahoo.com  
**Cc:** Dorwart, Erica; Caywood, Candace; Dorwart, Erica  
**Subject:** BOKF Demand Letter  
**Attachments:** 2018-03-23 Hilltop, Davis, Wise, Del Cid, With Attachments.pdf

FREDERIC DORWART  
 LAWYERS  
 OLD CITY HALL  
 124 EAST FOURTH STREET  
 TULSA, OKLAHOMA 74103-5010

ERICA ANNE DORWART  
 DIRECT (918)583-9960  
 EMAIL [edorwart@fdlaw.com](mailto:edorwart@fdlaw.com)

OFFICE (918) 583-9922  
 FACSIMILE (918) 583-8251

March 23, 2018

<a href="mailto:vwise008@gmail.com">vwise008@gmail.com</a> <b>Wise, Vickie</b> 3318 Blackburn Street Dallas, TX 75204	<b>Davis, Ronnie Carroll (Skip)</b> 602 Bentley Court Roanoke, TX 76262	<a href="mailto:mjdelcid@yahoo.com">mjdelcid@yahoo.com</a> <b>Del-Cid, Melissa Morgenson</b> 350 Walnut Grove Coppell, TX 75019		
<b>Hilltop Holdings, Inc.</b> 200 Crescent Court, Suite 1330 Dallas, Texas 75201  <b>Registered Agent</b> CHRISTINE A. BIALICK 6700 IH 35 NORTH NEW BRAUNFELS, TX 78130  CORPORATION SERVICE COMPANY DBA CSC - LAWYERS INCO 211 E. 7TH STREET SUITE 620 AUSTIN, TX 78701	<b>National Lloyds Corporation</b> 510 N. Valley Mills Dr., Suite 202 Waco, TX 76710  <b>Registered Agent</b> CORPORATION SERVICE COMPANY D/B/A CSC- LAWYERS INCO 211 E. 7TH STREET SUITE 620 AUSTIN, TX 78701	<b>Hilltop Securities, Inc.</b> 1201 Elm Street, Suite 3500 Dallas, TX 75270  <b>Registered Agent</b> CAPITOL CORPORATE SERVICES, INC. 206 E. 9TH STREET SUITE 1300 AUSTIN, TX 78701  CAPITOL SERVICES, INC. 1675 S. State St., Ste. B Dover, DE 19901	<b>Hilltop Investment Advisors, Inc.</b> Julie Jacobs Dupress 34 South Dahlia St. Denver, CO 802461045  <b>Registered Agent</b> Julie Jacobs Dupress 34 South Dahlia St. Denver, CO 802461045	<b>Hilltop Advisors, LLC</b> 1211 MALONE ST HOUSTON, TX 77007-3126  <b>Registered Agent</b> BRADLEY W. RAPP 1980 POST OAK BOULEVARD SUITE 1200 HOUSTON, TX 77056
<b>Hilltop National Bank</b> 300 Country Club Road Casper, WY 82609	<b>Plains Capital Bank</b> 2323 Victory Avenue, Suite 1400 Dallas, TX 75219			

**Re:**  
 Hilltop Raid

Resignations in Concert on March 23, 2018  
Vickie Sue Wise, CRD 1883523  
Ronnie Carrol "Skip" David, CRD 5400246  
Melissa Morgenson Del-Cid, CRD 2448005  
Cease and Desist Demand  
Reminder of Obligations

Frederic Dorwart, Lawyers is general counsel to BOK Financial Corporation ("BOKF") and its subsidiaries including BOKF NA dba Bank of Texas (BOKF NA) and BOK Financial Securities, Inc. (formerly BOSC, Inc. ("BOKFS")), all (collectively "BOKF"). If counsel represents you, please immediately forward this letter to your counsel and request that your counsel contact me.

The Hilltop entities in conjunction with the individual addressees of this letter planned, orchestrated, and implemented a raid on BOKF, over a holiday (Spring Break), boldly taking BOKF client advisors in Dallas, Texas, leaving not a single employee on the team.<sup>i</sup> The recipients of this letter began contacting BOKF clients, in violation of applicable law and obligations to BOKF, leaving some clients, at best confused and, at worst, with the misrepresentation that Hilltop had purchased Bank of Texas. Clients have already reported that "Our whole team there just left".

The purpose of this letter is to: (i) demand that all contact with BOKF clients cease and desist, generally and particularly due to the raid; (ii), that each recipient cease and desist all activities in violation of obligations to BOKF, (iii) to provide additional reminders regarding those obligations; (iv) to deal with confidential materials which may have been misappropriated by the recipients of this letter; and (v) to demand preservation of all documents and tangible items pertaining to these matters.

I. Due to the nature of the orchestrated raid over a holiday and conspiracies to violate obligations to BOKF by recipients of this letter, BOKF demands that the recipients each stop all contact with BOKF clients serviced by individual recipients of this letter and/or BOKF clients who became known to the individual recipient through BOKF.

II. BOKF demands that each recipient cease and cease all activities in violation of obligations to BOKF which are set out in Section III.

III. All individual addressees are aware of BOKF's position with respect to its confidential information and the value BOKF places upon its employee and customer relationships. BOKF reminds all recipients of obligations pursuant common law, statute (particularly the Trade Secrets Act), and to the attached Representative agreement, incentive plan, and/or deferred compensation plan. Each employee was obligated to comply with applicable BOKF policies and procedures, including, but not limited to the Standards of Conduct to which each employee attested, as well as the agreement not to solicit. Each representative was required to safeguard BOKF Data for BOKF, including, but not limited to: work product, employee interview notes, project notes, customer information, and the like. This letter is a reminder to each recipient that BOKF strictly and aggressively enforces its rights with respect to proprietary and confidential information and its employee and customer relationships.

I specifically direct the addressees to Representative Agreements at Paragraphs 4(B), 2(K) that respectively address notice of termination, restrictive covenants (Agreement Not to Solicit) and return of data and confidentiality.

Provision (4) (B) (Thirty Day Notice) reads as follows:

*This Agreement may be terminated by either party at any time, without case, but only by, giving thirty (30) days written notice to the other party.*

Provision (2) (J) (Agreement Not to Solicit) reads as follows:

*The Representative "shall not directly or indirectly contact or solicit any customer or employee of FI or BOSC for a period of one (1) year after the termination of this Agreement for whatever reason (whether with or without cause)..."*

Provisions (2)(K) and (2)(M) (Agreement to Return Data and Agreement regarding confidentiality)

*Shall immediately upon termination of this Agreement, deliver to BOSC all copies of all documents and electronic files concerning the business...*

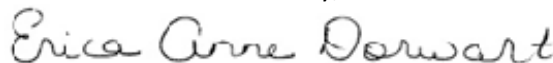
*During Representative's employment under this Agreement, BOSC shall make available to Representative and Representative will become acquainted with various. information relating to the BOSC's business operations, customers, products, marketing data, business plan, strategies, employees, contracts, financial records and accounts, projections and budgets, and similar information which are crucial to BOSC. Representative agrees that to the extent such information is not generally available to the public and gives BOSC an advantage over competitors who do not know of or use such information, such information and documents shall be deemed trade secrets of the BOSC. Representative further agrees that all such information and documents relating to the business of the BOSC, whether they are prepared by Representative or coming into Representative's possession in any other way, are owned by the BOSC and shall remain the exclusive property of the BOSC. Representative shall not misuse, misappropriate or disclose such trade secrets of BOSC, directly or indirectly, or use them for Representative's own benefit, either during the term of this Agreement or at any time thereafter, except as may be necessary or appropriate in the course of Representative's employment with the BOSC, unless such action is either previously agreed to in writing by the BOSC or required by law.*

IV. All addressees should immediately ensure, jointly and severally, that: (1) each addressee has conducted a diligent search of all sources of BOKF data, including but not limited to, paper (hard copy), and electronic copies, including, but not limited to, email accounts and contacts, social media, mobile phone cards, flash disks, disks, thumb drives, personal computers, tablet computers, laptops and the like; (2) each addressee has complied with obligations to BOKF, and (3) each addressee has no BOKF data in the addressee's possession and or control. In the event that an addressee discovers that BOKF data in any addressee's possession or control, please contact me to arrange to preserve documents and eliminate your possession and/or control of BOKF data.

V. In addition, please immediately take affirmative efforts to preserve of all documents and tangible items related to the individual recipients' transitions from employment with BOKF and/or BOKF data (including, but not limited to, all forms of electronic media regardless of ownership status (entity and/or personal ownership)).

BOKF demands that: (i) each recipient of this letter cease and desist all activities as outlined above and (ii) contact Erica Anne Dorwart at Frederic Dorwart Lawyers PLLC at 918-583-9960 and [edorwart@fdlaw.com](mailto:edorwart@fdlaw.com)) no later than noon (12:00) on Monday March 26, 2018 to discuss immediate remedies for this orchestrated raid on BOKF and violation of duties of loyalty and agreements.

Sincerely,



Erica Anne Dorwart

Counsel to BOK Financial Securities, Inc., BOKF, NA, and their Affiliates

Enclosures

Erica Anne Dorwart, OBA 18367

**Frederic Dorwart, Lawyers PLLC**

124 East Fourth Street

Tulsa, Oklahoma 74103

[edorwart@fdlaw.com](mailto:edorwart@fdlaw.com)

918-583-9960 (Direct)

918-583-9922 (Office)

---

<sup>i</sup>A single junior client advisor in Dallas, Texas was left at a different Branch.



FREDERIC DORWART  
LAWYERS  
OLD CITY HALL  
124 EAST FOURTH STREET  
TULSA, OKLAHOMA 74103-5010

ERICA ANNE DORWART  
DIRECT (918)583-9960  
EMAIL [edorwart@fdlaw.com](mailto:edorwart@fdlaw.com)

OFFICE (918) 583-9922  
FACSIMILE (918) 583-8251

March 23, 2018

<a href="mailto:vwise008@gmail.com">vwise008@gmail.com</a>  <b>Wise, Vickie</b> 3318 Blackburn Street Dallas, TX 75204	<b>Davis, Ronnie Carroll (Skip)</b> 602 Bentley Court Roanoke, TX 76262	<a href="mailto:mjdelcid@yahoo.com">mjdelcid@yahoo.com</a>  <b>Del-Cid, Melissa Morgenson</b> 350 Walnut Grove Coppell, TX 75019		
<b>Hilltop Holdings, Inc.</b> 200 Crescent Court, Suite 1330 Dallas, Texas 75201  <b>Registered Agent</b>  CHRISTINE A. BIALICK 6700 IH 35 NORTH NEW BRAUNFELS, TX 78130  CORPORATION SERVICE COMPANY DBA CSC - LAWYERS INCO 211 E. 7TH STREET SUITE 620 AUSTIN, TX 78701	<b>National Lloyds Corporation</b> 510 N. Valley Mills Dr., Suite 202 Waco, TX 76710  <b>Registered Agent</b>  CORPORATION SERVICE COMPANY D/B/A CSC- LAWYERS INCO 211 E. 7TH STREET SUITE 620 AUSTIN, TX 78701	<b>Hilltop Securities, Inc.</b> 1201 Elm Street, Suite 3500 Dallas, TX 75270  <b>Registered Agent</b>  CAPITOL CORPORATE SERVICES, INC. 206 E. 9TH STREET SUITE 1300 AUSTIN, TX 78701  CAPITOL SERVICES, INC. 1675 S. State St., Ste. B Dover, DE 19901	<b>Hilltop Investment Advisors, Inc.</b> Julie Jacobs Dupress 34 South Dahlia St. Denver, CO 802461045  <b>Registered Agent</b>  Julie Jacobs Dupress 34 South Dahlia St. Denver, CO 802461045	<b>Hilltop Advisors, LLC</b> 1211 MALONE ST HOUSTON, TX 77007-3126  <b>Registered Agent</b>  BRADLEY W. RAPP 1980 POST OAK BOULEVARD SUITE 1200 HOUSTON, TX 77056
<b>Hilltop National Bank</b> 300 Country Club Road Casper, WY 82609	<b>Plains Capital Bank</b> 2323 Victory Avenue, Suite 1400 Dallas, TX 75219			

**Re:**

Hilltop Raid  
Resignations in Concert on March 23, 2018  
Vickie Sue Wise, CRD 1883523  
Ronnie Carrol "Skip" David, CRD 5400246  
Melissa Morgenson Del-Cid, CRD 2448005  
Cease and Desist Demand  
Reminder of Obligations

Frederic Dorwart, Lawyers is general counsel to BOK Financial Corporation (“BOKF”) and its subsidiaries including BOKF NA dba Bank of Texas (BOKF NA) and BOK Financial Securities, Inc. (formerly BOSC, Inc. (“BOKFS”), all (collectively “BOKF”). If counsel represents you, please immediately forward this letter to your counsel and request that your counsel contact me.

The Hilltop entities in conjunction with the individual addressees of this letter planned, orchestrated, and implemented a raid on BOKF, over a holiday (Spring Break), boldly taking BOKF client advisors in Dallas, Texas, leaving not a single employee on the team.<sup>1</sup> The recipients of this letter began contacting BOKF clients, in violation of applicable law and obligations to BOKF, leaving some clients, at best confused and, at worst, with the misrepresentation that Hilltop had purchased Bank of Texas. Clients have already reported that “Our whole team there just left”.

The purpose of this letter is to: (i) demand that all contact with BOKF clients cease and desist, generally and particularly due to the raid; (ii), that each recipient cease and desist all activities in violation of obligations to BOKF, (iii) to provide additional reminders regarding those obligations; (iv) to deal with confidential materials which may have been misappropriated by the recipients of this letter; and (v) to demand preservation of all documents and tangible items pertaining to these matters.

I. Due to the nature of the orchestrated raid over a holiday and conspiracies to violate obligations to BOKF by recipients of this letter, BOKF demands that the recipients each stop all contact with BOKF clients serviced by individual recipients of this letter and/or BOKF clients who became known to the individual recipient through BOKF.

II. BOKF demands that each recipient cease and cease all activities in violation of obligations to BOKF which are set out in Section III.

III. All individual addressees are aware of BOKF’s position with respect to its confidential information and the value BOKF places upon its employee and customer relationships. BOKF reminds all recipients of obligations pursuant common law, statute (particularly the Trade Secrets Act), and to the attached Representative agreement, incentive plan, and/or deferred compensation plan. Each employee was obligated to comply with applicable BOKF policies and procedures, including, but not limited to the Standards of Conduct to which each employee attested, as well as the agreement not to solicit. Each representative was required to safeguard BOKF Data for BOKF, including, but not limited to: work product, employee interview notes, project notes, customer information, and the like. This letter is a reminder to each recipient that BOKF strictly and aggressively enforces its rights with respect to proprietary and confidential information and its employee and customer relationships.

I specifically direct the addressees to Representative Agreements at Paragraphs 4(B), 2(K) that respectively address notice of termination, restrictive covenants (Agreement Not to Solicit) and return of data and confidentiality.

Provision (4) (B) (Thirty Day Notice) reads as follows:

---

<sup>1</sup>A single junior client advisor in Dallas, Texas was left at a different Branch.

*This Agreement may be terminated by either party at any time, without case, but only by, giving thirty (30) days written notice to the other party.*

Provision (2) (J) (Agreement Not to Solicit) reads as follows:

*The Representative "shall not directly or indirectly contact or solicit any customer or employee of FI or BOSC for a period of one (1) year after the termination of this Agreement for whatever reason (whether with or without cause)...*

Provisions (2)(K) and (2)(M) (Agreement to Return Data and Agreement regarding confidentiality)

*Shall immediately upon termination of this Agreement, deliver to BOSC all copies of all documents and electronic files concerning the business...*

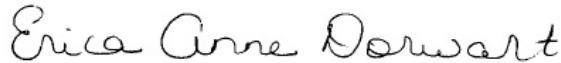
*During Representative's employment under this Agreement, BOSC shall make available to Representative and Representative will become acquainted with various. information relating to the BOSC's business operations, customers, products, marketing data, business plan, strategies, employees, contracts, financial records and accounts, projections and budgets, and similar information which are crucial to BOSC. Representative agrees that to the extent such information is not generally available to the public and gives BOSC an advantage over competitors who do not know of or use such information, such information and documents shall be deemed trade secrets of the BOSC. Representative further agrees that all such information and documents relating to the business of the BOSC, whether they are prepared by Representative or coming into Representative's possession in any other way, are owned by the BOSC and shall remain the exclusive property of the BOSC. Representative shall not misuse, misappropriate or disclose such trade secrets of BOSC, directly or indirectly, or use them for Representative's own benefit, either during the term of this Agreement or at any time thereafter, except as may be necessary or appropriate in the course of Representative's employment with the BOSC, unless such action is either previously agreed to in writing by the BOSC or required by law.*

IV. All addressees should immediately ensure, jointly and severally, that: (1) each addressee has conducted a diligent search of all sources of BOKF data, including but not limited to, paper (hard copy), and electronic copies, including, but not limited to, email accounts and contacts, social media, mobile phone cards, flash disks, disks, thumb drives, personal computers, tablet computers, laptops and the like; (2) each addressee has complied with obligations to BOKF, and (3) each addressee has no BOKF data in the addressee's possession and or control. In the event that an addressee discovers that BOKF data in any addressee's possession or control, please contact me to arrange to preserve documents and eliminate your possession and/or control of BOKF data.

V. In addition, please immediately take affirmative efforts to preserve of all documents and tangible items related to the individual recipients' transitions from employment with BOKF and/or BOKF data (including, but not limited to, all forms of electronic media regardless of ownership status (entity and/or personal ownership)).

BOKF demands that: (i) each recipient of this letter cease and desist all activities as outlined above and (ii) contact Erica Anne Dorwart at Frederic Dorwart Lawyers PLLC at 918-583-9960 and [edorwart@fdlaw.com](mailto:edorwart@fdlaw.com) no later than noon (12:00) on Monday March 26, 2018 to discuss immediate remedies for this orchestrated raid on BOKF and violation of duties of loyalty and agreements.

Sincerely,

A handwritten signature in black ink that reads "Erica Anne Dorwart". The signature is written in a cursive, flowing style.

Erica Anne Dorwart

Counsel to BOK Financial Securities, Inc., BOKF, NA, and their Affiliates

Enclosures



# BOK FINANCIAL CORPORATION

## **WEALTH MANAGEMENT Client Advisor 2018 Schedule**

### **PAYMENT OF BENEFITS**

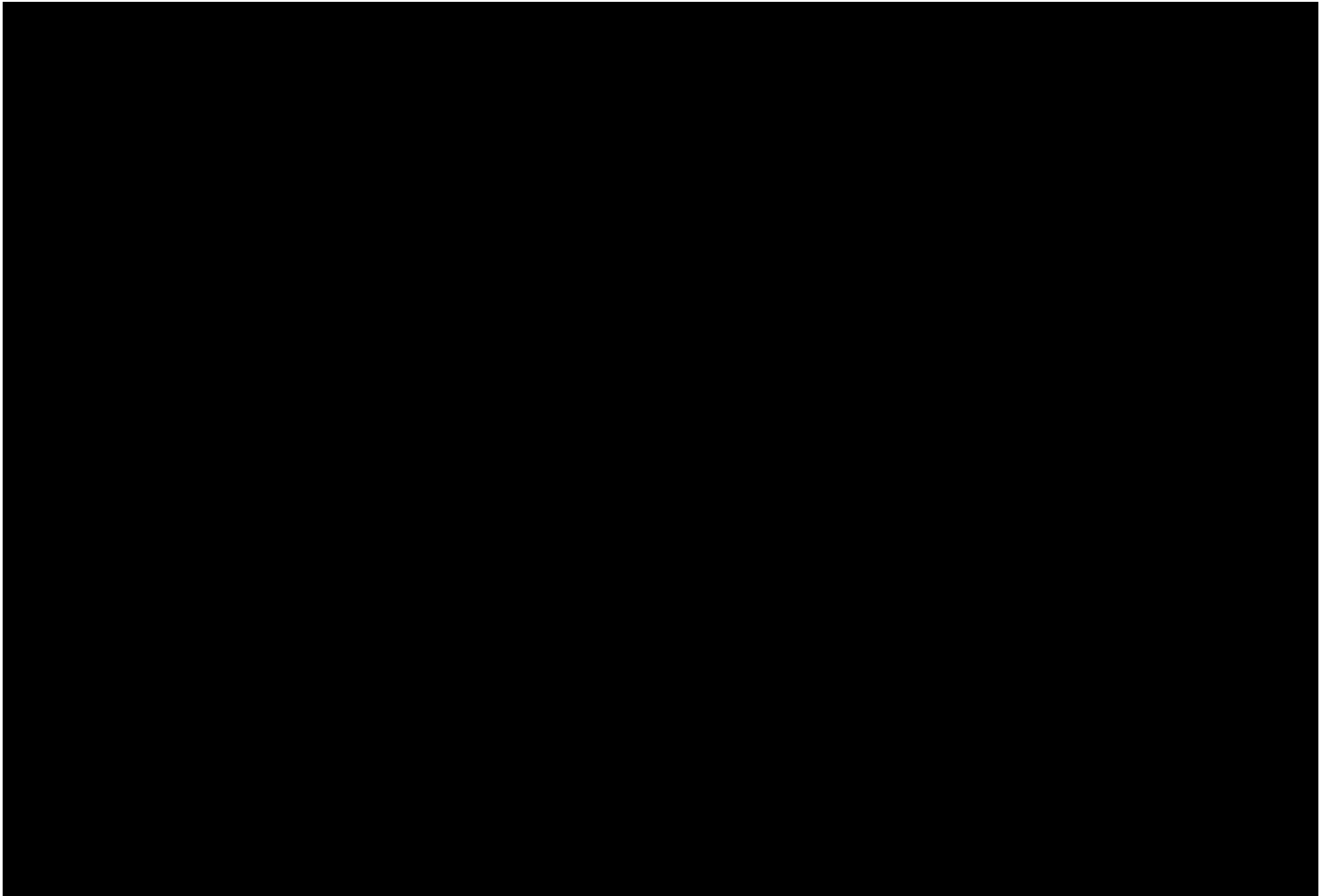
This Schedule is subject to the Incentive Compensation Master Incentive Plan and applicable Addendum which are incorporated by reference into this schedule.

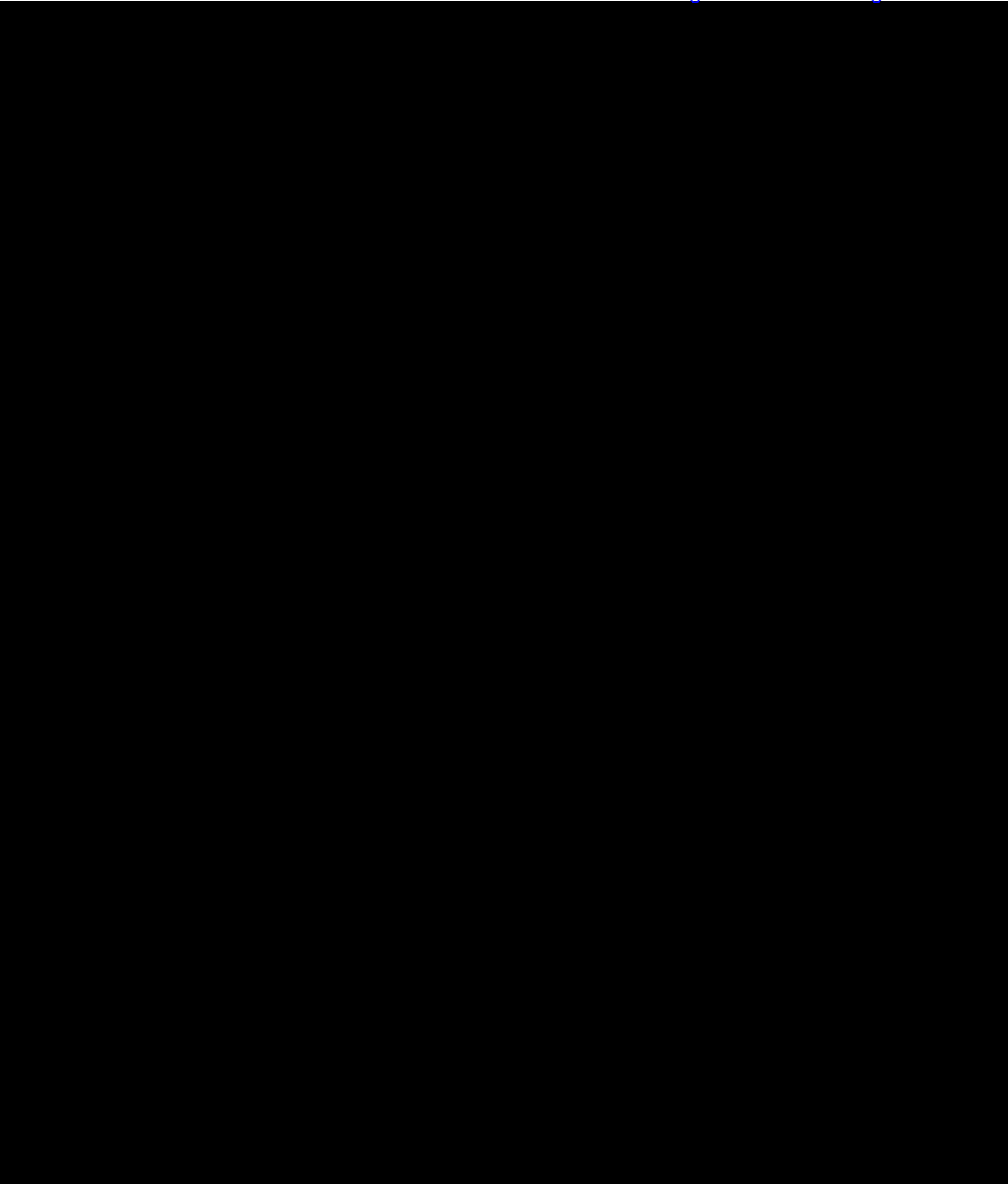
### **PARTICIPATION DESIGNATION**

The following employees are eligible to participate in the Plan:

- Client Advisor (80672)

### **AWARD DETERMINATION**





#### **ADDITIONAL PLAN PROVISIONS**

Employee agrees that, during employment and for a period of one (1) year following any termination of employment for any reason, Employee shall not, (whether as an officer, director, employee, partner, stockholder, creditor or agent, or representative of other persons or entities), (i) directly solicit the sales of goods, service or a combination of goods and services from established customers of BOK Financial or any of its affiliates or (ii) directly solicit employees of BOK Financial or any affiliates of BOK Financial to seek employment with any person or entity providing banking and/or financial services and/or other goods and services offered by BOK Financial and/or its affiliates except on behalf of BOK Financial and/or its affiliates. The foregoing agreement not to solicit notwithstanding, to the extent that the employee has entered into an agreement with BOK Financial and/or an affiliate, and the agreement contains greater restrictive covenants in favor of BOK Financial and/or an affiliate, the greater restrictive covenant supersedes this provision.



# BOK FINANCIAL CORPORATION

## **WEALTH MANAGEMENT DIVISION BOKFS Securities Sales/Service Specialist 2018 Schedule**

### **PAYMENT OF BENEFITS**

This Schedule is subject to the Incentive Compensation Master Incentive Plan and applicable Addendum which are incorporated by reference into this schedule.

### **PARTICIPATION DESIGNATION**

The following BOKFS employees are eligible to participate in the Plan as of their employment date:

- Securities Sales/Service Specialist - 20223
- Sr. Securities Sales/Service Specialist - 80332

### **AWARD DETERMINATION**

### **ADDITIONAL PLAN PROVISIONS**

Employee agrees that, during employment and for a period of one (1) year following any termination of employment for any reason, Employee shall not, (whether as an officer, director,



employee, partner, stockholder, creditor or agent, or representative of other persons or entities), (i) directly solicit the sales of goods, service or a combination of goods and services from established customers of BOK Financial or any of its affiliates or (ii) directly solicit employees of BOK Financial or any affiliates of BOK Financial to seek employment with any person or entity providing banking and/or financial services and/or other goods and services offered by BOK Financial and/or its affiliates except on behalf of BOK Financial and/or its affiliates. The foregoing agreement not to solicit notwithstanding, to the extent that the employee has entered into an agreement with BOK Financial and/or an affiliate, and the agreement contains greater restrictive covenants in favor of BOK Financial and/or an affiliate, the greater restrictive covenant supersedes this provision.

**BOSC, INC.**  
**REPRESENTATIVE AGREEMENT**

This Agreement is made and entered into this 3 day of April, 2012 by and between BOSC, Inc., an Oklahoma Corporation ("BOSC") and Roanie Davis JA ("Representative").

In consideration of the mutual promises hereinafter made and other good and valuable consideration (the receipt and adequacy of which BOSC and Representative hereby acknowledge), BOSC and Representative agree as follows:

1. **BOSC'S OBLIGATIONS.** BOSC:

- A. Hereby appoints Representative as its agent to be located in a branch office of Bank of Texas (hereinafter "FI") located at 5956 Sherry Ln, Suite 209, Dallas, TX 75225 ("Branch Office") to solicit purchases of securities and investments offered through BOSC to depositors and customers of FI and to the general public.
- B. Shall exercise exclusive control over the Representative with respect to all aspects of securities transactions and related securities business through a Series 24 licensed principal of BOSC who shall serve as the Branch Manager ("Branch Manager") of the Office of Supervisory Jurisdiction through which all securities activities shall take place.
- C. BOSC shall employ Representative as a professional with compensation to be paid to Representative pursuant to separate agreement between BOSC and Representative and in accordance with the policies and procedures then in effect at BOSC.

2. **THE REPRESENTATIVE'S OBLIGATIONS.** The Representative:

- A. Shall provide to prospective purchasers a current prospectus or other offering materials when required by the federal and/or state securities laws, shall explain fully the terms of any security or investment offering for sale to a customer, shall make no untrue or misleading statements or representations, shall not omit any material information or facts pertaining to any aspect of the transaction or sale, and shall comply with all laws respecting offers and sales of securities and advising persons on such matters.
- B. Shall (i) conduct business in accordance with the rules and regulations of the Securities and Exchange Commission (SEC), the National Association of Securities Dealers (NASD), any state agencies regulating Representative's activities, (ii) conduct business in accordance with the policies and procedures of BOSC and the best customs and procedures of the securities industry, (iii) shall not conduct business or receive funds until fully licensed as required by all such laws, rules and regulations, and (iv) shall accept such supervision and

control by his/her Branch Manager and officers of BOSC as BOSC determines is necessary or appropriate to fully and timely comply with all such laws, regulations, rules, customs and procedures. Without limiting the generality of the foregoing, shall not, directly or indirectly, (i) engage in municipal securities business with an issuer to whom the Representative has made a political contribution within the previous two years (other than a contribution in an amount less than \$250 to an official of such issuer for whom the Representative is entitled to vote) or (ii) make a political contribution to any issuer to whom the Representative is engaging or seeking to engage in the municipal securities business.

- C. Shall (i) mail any correspondence, make any communication or cause any advertising to be made respecting investments or the investment business only after said correspondence, communication or advertising is approved in advance by BOSC and (ii) provide copies of all such correspondence, communication and advertising to BOSC in accordance with all applicable SEC, NASD and state agencies rules and regulations.
- D. Shall accept payments from customers by check or money order only payable to the underwriter, investment company or insurance company designated by BOSC.
- E. Shall indemnify BOSC and hold BOSC harmless from any and all loss, cost or liability (including legal, accounting and expert fees and expenses) which result from the Representative's negligence, violation, or other misconduct.
- F. Shall not act in any manner whatsoever as an agent for any individual or entity competitive in any respect with BOSC.
- G. Shall (i) represent to all customers and prospective customers, whenever he/she is soliciting purchases or interviewing customers or otherwise, that (a) he/she is acting as a Representative of BOSC and (b) all orders for securities will be placed through BOSC and (ii) conduct all business totally separate and distinct from all other business conducted at the FI.
- H. Shall conduct himself/herself and his/her affairs in a professional manner consistent with the building of a quality reputation for himself/herself and BOSC and in accordance with the best standards of the industry.
- I. Recognizes that (i) he/she shall accept direction for BOSC securities activities solely from BOSC in accordance with BOSC's policies and procedures, and (ii) will neither seek nor accept direction regarding the conduct of securities business from any individual or group who is not a duly authorized BOSC Branch Manager or BOSC officer.
- J. Shall not (i) directly solicit any established customer of BOSC for a period of one (1) year after the termination of this Agreement (for whatever reason,



whether with or without cause) or (ii) solicit any employee of BOSC to accept employment with any entity for a period of one (1) year after termination of this Agreement (for whatever reason, whether with or without cause). This promise by Representative may be enforced by temporary, preliminary and permanent injunctive relief without the necessity of establishing irreparable injury and without the posting of any bond, in addition to any other remedies the law may provide. Without limiting the generality of the provisions of this paragraph, the phrase "directly solicit any established customer of BOSC" includes (i) making or participating in any mail or e-mail communication to such customer which is not part of a mass mailing to a public of which established customers of BOSC are an insignificant part the purpose of which was not to communicate with established customers of BOSC and (ii) having or participating in any meeting with or making or participating in telephone call to such customer unless such customer was an established social friend of the Representative and the purpose of the telephone call was strictly social.

- K. Shall, immediately upon termination of this Agreement, deliver to BOSC all copies of all documents and electronic files concerning the business (including training, licensure, commission, and production information) of BOSC and/or FI and/or customers of BOSC and/or FI including all electronic files and documents (whether prepared by BOSC and/or FI or the Representative and whether prepared before or after the start of this Agreement) containing any information respecting the identities of the customers of BOSC and/or FI or their addresses or telephone numbers, or the nature or amounts of their investments, assets or liabilities, or their investment needs or strategies. Without limiting the generality of the provisions of this Paragraph, as used in this Paragraph the words "documents and electronic files concerning the business of BOSC" includes all documents identified in the BOSC Quarterly Certification, diaries, handwritten notes, address books, calendars, and other documents (written or electronic and whether or not Representative regards such documents as his/her personal documents) which contain any of the information described in the Paragraph whether prepared by Representative or BOSC.
- L. Shall completely perform all duties (including the duty of loyalty) owed by Representative to his prior employer until such time as such duties shall have terminated, return to his employer all copies and electronic files of his prior employer (of the kind described in the preceding paragraph relating to the business of his prior employer, and comply with all lawful agreements limiting the Representative's right to engage in the securities business.
- M. During Representative's employment under this Agreement, BOSC shall make available to Representative and Representative will become acquainted with various information relating to the BOSC's business operations, customers, products, marketing data, business plans, strategies, employees, contracts, financial records and accounts, projections and budgets, and similar information which are crucial to BOSC. Representative agrees that to the extent such information is not generally available to the public and gives BOSC an

advantage over competitors who do not know of or use such information, such information and documents shall be deemed trade secrets of the BOSC. Representative further agrees that all such information and documents relating to the business of the BOSC, whether they are prepared by Representative or coming into Representative's possession in any other way, are owned by the BOSC and shall remain the exclusive property of the BOSC. Representative shall not misuse, misappropriate or disclose such trade secrets of BOSC, directly or indirectly, or use them for Representative's own benefit, either during the term of this Agreement or at any time thereafter, except as may be necessary or appropriate in the course of Representative's employment with the BOSC, unless such action is either previously agreed to in writing by the BOSC or required by law.

3. **LIMITED OF AUTHORITY AND REPRESENTATIVE'S REPRESENTATION.**

- A. The Representative is a limited agent of BOSC only and has no authority to bind BOSC in any way except to communicate to customers materials supplied by BOSC and to accept transactions in securities offered through BOSC.
- B. The Representative hereby represents that he/she has delivered to BOSC true copies of all agreements by which Representative may be bound which purport to limit the ability of Representative to engage in the securities business.

4. **TERMINATION OF AGREEMENT.**

- A. The effective date of this Agreement shall be April 3, 2012. This Agreement shall automatically renew on the April 15 next following and on each April 15 thereafter for one year periods unless this Agreement is terminated as hereafter provided.
- B. This Agreement may be terminated by either party at any time, without cause, by but only by, giving thirty (30) days written notice to the other party.
- C. This Agreement shall automatically terminate (i) upon cancellation of Representative's coverage by his/her surety company or (ii) upon cancellation or non-renewal of any required license.
- D. This Agreement may be terminated by BOSC at any time without notice for a breach of this Agreement by the Representative.
- E. The death of the Representative shall automatically terminate this Agreement on the date of death.
- F. Upon termination, the Representative shall cease using the name BOSC, shall no longer hold himself/herself out as a Representative and shall return all materials bearing the BOSC name to BOSC and as otherwise provided herein



5. **MISCELLANEOUS PROVISIONS.** The following miscellaneous provisions shall apply to this Agreement:

- A. All notices or advices required or permitted to be given by or pursuant to this Agreement, shall be given in writing. All such notices and advices shall be (i) delivered personally, (ii) delivered by facsimile or delivered by U.S. Registered or Certified Mail, Return Receipt Requested mail, or (iii) delivered for overnight delivery by a nationally recognized overnight courier service. Such notices and advices shall be deemed to have been given (i) the first business day following the date of delivery if delivered personally or by facsimile, (ii) on the third business day following the date of mailing if mailed by U.S. Registered or Certified Mail, Return Receipt Requested, or (iii) on the date of receipt if delivered for overnight delivery by a nationally recognized overnight courier service. All such notices and advices and all other communications related to this Agreement shall be given as follows:

If to BOSC:

Scott Grauer  
BOSC, Inc.  
Williams Tower, Ninth Floor  
Tulsa, Oklahoma 74103  
918-595-3165 - Tel  
918-588-6510 - Fax

If to Representative:

*Ronnie Davis Jr.*  
*5956 Sterney Ln suite 700*  
*Dallas, TX 75225*  
*214-932-3081* - Telephone  
*214-346-3943* - Fax

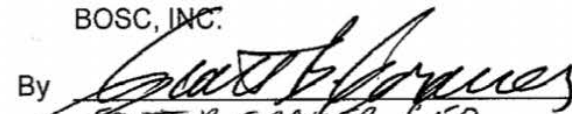
or to such other address as the party may have furnished to the other parties in accordance herewith, except that notice of change of addresses shall be effective only upon receipt.

- B. This Agreement shall be deemed made and executed in Tulsa County, Oklahoma.
- C. This Agreement shall be subject to, and interpreted by and in accordance with, the laws (excluding conflict of law provisions) of the State of Oklahoma.
- D. This Agreement is the entire Agreement of the parties respecting the subject matter hereof. There are no other agreements, representations or warranties, whether oral or written, respecting the subject matter hereof.

- E. No course of prior dealings involving any of the parties hereto and no usage of trade shall be relevant or advisable to interpret, supplement, explain or vary any of the terms of this Agreement, as expressly provided herein.
- F. This Agreement, and all the provisions of this Agreement, shall be deemed drafted by all of the parties hereto. This Agreement shall not be interpreted strictly for or against any party, but solely in accordance with the fair meaning of the provisions hereof to effectuate the purposes and interest of this Agreement.
- G. Each party hereto has entered into this Agreement based solely upon the agreements, representations and warranties expressly set forth herein and upon his own knowledge and investigation.
- H. Each of the persons signing below on behalf of a party hereto represents and warrants that he or she has full requisite power and authority to execute and deliver this Agreement on behalf of the party for whom he or she is signing and to bind such party to the terms and conditions of this Agreement.
- I. This Agreement may be executed in counterparts, each of which shall be deemed an original. This Agreement shall become effective only when all of the parties hereto shall have executed the original or counterpart hereof. This agreement may be executed and delivered by a facsimile transmission of a counterpart hereof.
- J. In any action brought by a party hereto to enforce the obligations of any other party hereto, the prevailing party shall be entitled to collect from the opposing parties to such action such party's reasonable attorneys fees and costs (including court costs, reasonable fees of accountants and experts, and other expenses incidental to the action).
- K. This Agreement shall be binding upon and shall inure to the benefit of the parties and their respective successors and assigns. This is not a third party beneficiary contract. No person or entity other than a party hereto shall have any rights under this Agreement. This Agreement may be amended or modified only in a writing which specifically references this Agreement.

BOSC, INC.

By

  
SCOTT B. GRAUER, CEO

  
"Representative" Ronnie Davis JA

**AMENDMENT TO BOSC, INC. REPRESENTATIVE AGREEMENT**

The BOSC, Inc. Representative Agreement dated as of 4-3-12 (the "Agreement"), among BOSC, Inc., an Oklahoma Corporation ("BOSC") and Ronnie Davis JR (the "Representative") shall be amended as set forth below.

***Amendment.***

1. **BOSC's OBLIGATIONS.** The following Paragraph D shall be inserted immediately following Paragraph C of the Agreement:

D. With respect to Representative's engagement to solicit advisory clients, shall: provide certain training and supervision over Representative's advisory practices, provide copies of the appropriate Form(s) ADV – Part II and related schedules, and any updates thereof and provide a copy of the advisory agreement and support during contract negotiations.

2. **THE REPRESENTATIVE'S OBLIGATIONS.** The following Paragraph N shall be inserted immediately following Paragraph M of the Agreement:

N. With respect to Representative's engagement to solicit advisory clients, shall: identify and solicit potential advisory clients, provide such potential client a copy of the appropriate Form(s) ADV – Part II and related schedules, and any updates thereof, and obtain, at or prior to the time such client enters into an advisory agreement, an acknowledgement that such client has received a copy of Form ADV – Part II and related schedules, provide ongoing services that are reasonably designed to support retention of such clients, and only use the advisory agreement and written materials that have been provided and approved and only make representations that have been so approved.

***Entire Agreement.*** The Agreement, as amended herein, constitutes the entire agreement and understanding of the parties with respect to its subject matter and supersedes all oral communications or prior writings (except as otherwise provided herein) with respect thereto.

***Governing Law.*** This Amendment shall be governed by and construed in accordance with the laws of the State of Oklahoma without reference to choice of law doctrine.

**IN WITNESS WHEREOF,** the parties hereto have caused this Amendment to be executed as of the date first above written and do each hereby warrant and represent that their respective signatory, whose signature appears below, has been and is on the date of this Amendment duly authorized by all necessary and appropriate corporate action to execute this Amendment.

BOSC, Inc.

By: 

By: 

Name: SCOTT B. GRAUER

Name: Rennie Davis Jr

Title: CEO

Title: Representative



**BOSC, INC.**  
**REPRESENTATIVE AGREEMENT**

This Agreement is made and entered into this 21<sup>st</sup> day of June, 2006  
by and between BOSC, Inc., an Oklahoma Corporation ("BOSC") and  
Melissa Jo Morgeson ("Representative").

In consideration of the mutual promises hereinafter made and other good and valuable consideration (the receipt and adequacy of which BOSC and Representative hereby acknowledge), BOSC and Representative agree as follows:

1. **BOSC'S OBLIGATIONS.** BOSC:

- A. Hereby appoints Representative as its agent to be located in a branch office of BANK OF OKLAHOMA, N.A. (hereinafter "FI") located at 5956 Sherry Lane, Ste 100 ("Branch Office") to solicit purchases of securities and investments offered through BOSC to depositors and customers of FI and to the general public.
- B. Shall exercise exclusive control over the Representative with respect to all aspects of securities transactions and related securities business through a Series 24 licensed principal of BOSC who shall serve as the Branch Manager ("Branch Manager") of the Office of Supervisory Jurisdiction through which all securities activities shall take place.
- C. BOSC shall employ Representative as a professional with compensation to be paid to Representative pursuant to separate agreement between BOSC and Representative and in accordance with the policies and procedures then in effect at BOSC.

2. **THE REPRESENTATIVE'S OBLIGATIONS.** The Representative:

- A. Shall provide to prospective purchasers a current prospectus or other offering materials when required by the federal and/or state securities laws, shall explain fully the terms of any security or investment offering for sale to a customer, shall make no untrue or misleading statements or representations, shall not omit any material information or facts pertaining to any aspect of the transaction or sale, and shall comply with all laws respecting offers and sales of securities and advising persons on such matters.
- B. Shall (i) conduct business in accordance with the rules and regulations of the Securities and Exchange Commission (SEC), the National Association of Securities Dealers (NASD), any state agencies regulating Representative's activities, (ii) conduct business in accordance with the policies and procedures of BOSC and the best customs and procedures of the securities industry, (iii) shall not conduct business or receive funds until fully licensed as required by all such laws, rules and regulations, and (iv) shall accept such supervision and control by his/her Branch Manager and officers of BOSC as BOSC determines is necessary or appropriate to fully and timely comply with



all such laws, regulations, rules, customs and procedures. Without limiting the generality of the foregoing, shall not, directly or indirectly, (i) engage in municipal securities business with an issuer to whom the Representative has made a political contribution within the previous two years (other than a contribution in an amount less than \$250 to an official of such issuer for whom the Representative is entitled to vote) or (ii) make a political contribution to any issuer to whom the Representative is engaging or seeking to engage in the municipal securities business.

- C. Shall (i) mail any correspondence, make any communication or cause any advertising to be made respecting investments or the investment business only after said correspondence, communication or advertising is approved in advance by BOSC and (ii) provide copies of all such correspondence, communication and advertising to BOSC in accordance with all applicable SEC, NASD and state agencies rules and regulations.
- D. Shall accept payments from customers by check or money order only payable to the underwriter, investment company or insurance company designated by BOSC.
- E. Shall indemnify BOSC and hold BOSC harmless from any and all loss, cost or liability (including legal, accounting and expert fees and expenses) which result from the Representative's negligence, violation, or other misconduct.
- F. Shall not act in any manner whatsoever as an agent for any individual or entity competitive in any respect with BOSC.
- G. Shall (i) represent to all customers and prospective customers, whenever he/she is soliciting purchases or interviewing customers or otherwise, that (a) he/she is acting as a Representative of BOSC and (b) all orders for securities will be placed through BOSC and (ii) conduct all business totally separate and distinct from all other business conducted at the FI.
- H. Shall conduct himself/herself and his/her affairs in a professional manner consistent with the building of a quality reputation for himself/herself and BOSC and in accordance with the best standards of the industry.
- I. Recognizes that (i) he/she shall accept direction for BOSC securities activities solely from BOSC in accordance with BOSC's policies and procedures, and (ii) will neither seek nor accept direction regarding the conduct of securities business from any individual or group who is not a duly authorized BOSC Branch Manager or BOSC officer.
- J. Shall not (i) directly solicit any established customer of BOSC for a period of one (1) year after the termination of this Agreement (for whatever reason, whether with or without cause) or (ii) solicit any employee of BOSC to accept employment with any entity for a period of one (1) year after termination of this Agreement (for whatever reason, whether with or without cause). This promise by Representative may be enforced by temporary, preliminary and

permanent injunctive relief without the necessity of establishing irreparable injury and without the posting of any bond, in addition to any other remedies the law may provide. Without limiting the generality of the provisions of this paragraph, the phrase "directly solicit any established customer of BOSC" includes (i) making or participating in any mail or e-mail communication to such customer which is not part of a mass mailing to a public of which established customers of BOSC are an insignificant part the purpose of which was not to communicate with established customers of BOSC and (ii) having or participating in any meeting with or making or participating in telephone call to such customer unless such customer was an established social friend of the Representative and the purpose of the telephone call was strictly social.

- K. Shall, immediately upon termination of this Agreement, deliver to BOSC all copies of all documents and electronic files concerning the business (including training, licensure, commission, and production information) of BOSC and/or FI and/or customers of BOSC and/or FI including all electronic files and documents (whether prepared by BOSC and/or FI or the Representative and whether prepared before or after the start of this Agreement) containing any information respecting the identities of the customers of BOSC and/or FI or their addresses or telephone numbers, or the nature or amounts of their investments, assets or liabilities, or their investment needs or strategies. Without limiting the generality of the provisions of this Paragraph, as used in this Paragraph the words "documents and electronic files concerning the business of BOSC" includes all documents identified in the BOSC Quarterly Certification, diaries, handwritten notes, address books, calendars, and other documents (written or electronic and whether or not Representative regards such documents as his/her personal documents) which contain any of the information described in the Paragraph whether prepared by Representative or BOSC.
- L. Shall completely perform all duties (including the duty of loyalty) owed by Representative to his prior employer until such time as such duties shall have terminated, return to his employer all copies and electronic files of his prior employer (of the kind described in the preceding paragraph relating to the business of his prior employer, and comply with all lawful agreements limiting the Representative's right to engage in the securities business.
- M. During Representative's employment under this Agreement, BOSC shall make available to Representative and Representative will become acquainted with various information relating to the BOSC's business operations, customers, products, marketing data, business plans, strategies, employees, contracts, financial records and accounts, projections and budgets, and similar information which are crucial to BOSC. Representative agrees that to the extent such information is not generally available to the public and gives BOSC an advantage over competitors who do not know of or use such information, such information and documents shall be deemed trade secrets of the BOSC. Representative further agrees that all such information and documents relating to the business of the BOSC, whether



they are prepared by Representative or coming into Representative's possession in any other way, are owned by the BOSC and shall remain the exclusive property of the BOSC. Representative shall not misuse, misappropriate or disclose such trade secrets of BOSC, directly or indirectly, or use them for Representative's own benefit, either during the term of this Agreement or at any time thereafter, except as may be necessary or appropriate in the course of Representative's employment with the BOSC, unless such action is either previously agreed to in writing by the BOSC or required by law.

3. **LIMITED OF AUTHORITY AND REPRESENTATIVE'S REPRESENTATION.**

- A. The Representative is a limited agent of BOSC only and has no authority to bind BOSC in any way except to communicate to customers materials supplied by BOSC and to accept transactions in securities offered through BOSC.
- B. The Representative hereby represents that he/she has delivered to BOSC true copies of all agreements by which Representative may be bound which purport to limit the ability of Representative to engage in the securities business.

4. **TERMINATION OF AGREEMENT.**

- A. The effective date of this Agreement shall be June 21, 2006. This Agreement shall automatically renew on the April 15 next following and on each April 15 thereafter for one year periods unless this Agreement is terminated as hereafter provided.
- B. This Agreement may be terminated by either party at any time, without cause, by but only by, giving thirty (30) days written notice to the other party.
- C. This Agreement shall automatically terminate (i) upon cancellation of Representative's coverage by his/her surety company or (ii) upon cancellation or non-renewal of any required license.
- D. This Agreement may be terminated by BOSC at any time without notice for a breach of this Agreement by the Representative.
- E. The death of the Representative shall automatically terminate this Agreement on the date of death.
- F. Upon termination, the Representative shall cease using the name BOSC, shall no longer hold himself/herself out as a Representative and shall return all materials bearing the BOSC name to BOSC and as otherwise provided herein

5. **MISCELLANEOUS PROVISIONS.** The following miscellaneous provisions shall apply to this Agreement:

- A. All notices or advices required or permitted to be given by or pursuant to this Agreement, shall be given in writing. All such notices and advices shall be (i) delivered personally, (ii) delivered by facsimile or delivered by U.S. Registered or Certified Mail, Return Receipt Requested mail, or (iii) delivered for overnight delivery by a nationally recognized overnight courier service. Such notices and advices shall be deemed to have been given (i) the first business day following the date of delivery if delivered personally or by facsimile, (ii) on the third business day following the date of mailing if mailed by U.S. Registered or Certified Mail, Return Receipt Requested, or (iii) on the date of receipt if delivered for overnight delivery by a nationally recognized overnight courier service. All such notices and advices and all other communications related to this Agreement shall be given as follows:

If to BOSC:

Scott Grauer  
BOSC, Inc.  
Williams Tower, Ninth Floor  
Tulsa, Oklahoma 74103  
918-595-3165 - Tel  
918-588-6510 - Fax

If to Representative:

Melissa Jo Morgeson  
5956 Sherry Ln. Ste 100  
Dallas, TX 75225  
214-346-3440 - Telephone  
214-346-3443 - Fax


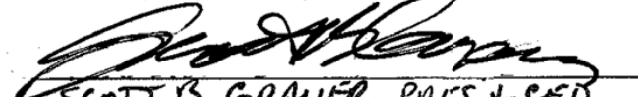
or to such other address as the party may have furnished to the other parties in accordance herewith, except that notice of change of addresses shall be effective only upon receipt.

- B. This Agreement shall be deemed made and executed in Tulsa County, Oklahoma.
- C. This Agreement shall be subject to, and interpreted by and in accordance with, the laws (excluding conflict of law provisions) of the State of Oklahoma.
- D. This Agreement is the entire Agreement of the parties respecting the subject matter hereof. There are no other agreements, representations or warranties, whether oral or written, respecting the subject matter hereof.
- E. No course of prior dealings involving any of the parties hereto and no usage of trade shall be relevant or advisable to interpret, supplement, explain or vary any of the terms of this Agreement, as expressly provided herein.
- F. This Agreement, and all the provisions of this Agreement, shall be deemed drafted by all of the parties hereto. This Agreement shall not be interpreted

strictly for or against any party, but solely in accordance with the fair meaning of the provisions hereof to effectuate the purposes and interest of this Agreement.

- G. Each party hereto has entered into this Agreement based solely upon the agreements, representations and warranties expressly set forth herein and upon his own knowledge and investigation.
- H. Each of the persons signing below on behalf of a party hereto represents and warrants that he or she has full requisite power and authority to execute and deliver this Agreement on behalf of the party for whom he or she is signing and to bind such party to the terms and conditions of this Agreement.
- I. This Agreement may be executed in counterparts, each of which shall be deemed an original. This Agreement shall become effective only when all of the parties hereto shall have executed the original or counterpart hereof. This agreement may be executed and delivered by a facsimile transmission of a counterpart hereof.
- J. In any action brought by a party hereto to enforce the obligations of any other party hereto, the prevailing party shall be entitled to collect from the opposing parties to such action such party's reasonable attorneys fees and costs (including court costs, reasonable fees of accountants and experts, and other expenses incidental to the action).
- K. This Agreement shall be binding upon and shall inure to the benefit of the parties and their respective successors and assigns. This is not a third party beneficiary contract. No person or entity other than a party hereto shall have any rights under this Agreement. This Agreement may be amended or modified only in a writing which specifically references this Agreement.

BOSC, INC.

By   
  
SCOTT B. GRAUER, PRES. & CEO



**Caywood, Candace**

---

**From:** Tripp, Tonya  
**Sent:** Tuesday, March 27, 2018 3:57 PM  
**To:** Caywood, Candace  
**Subject:** FW: FedEx Shipment 771825851618 Delivered

Tonya Tripp  
Legal Assistant  
**FREDERIC DORWART, LAWYERS PLLC**  
124 East Fourth Street  
Old City Hall  
Tulsa, OK 74103-5010  
(918)583-9922 (telephone)  
(918)583-8251 (facsimile)

**FREDERIC DORWART**  
**LAWYERS PLLC**

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---

**From:** TrackingUpdates@fedex.com [mailto:TrackingUpdates@fedex.com]  
**Sent:** Monday, March 26, 2018 10:05 AM  
**To:** Tripp, Tonya <ttripp@fdlaw.com>  
**Subject:** FedEx Shipment 771825851618 Delivered

# Your package has been delivered

Tracking # 771825851618

Ship date:

Fri, 3/23/2018

**Tonya Tripp**

Frederic Dorwart Lawyers

TULSA, OK 74103

US



Delivered

Delivery date:

Mon, 3/26/2018 10:03 am

**Vickie Sue Wise**

3318 Blackburn Street

DALLAS, TX 75204

US

## Shipment Facts

Our records indicate that the following package has been delivered.

**Tracking number:** [771825851618](#)

**Status:** Delivered: 03/26/2018 10:03 AM  
Signed for By: Signature not required

**Reference:** 0977. Hilltop

**Signed for by:** Signature not required

**Delivery location:** DALLAS, TX

**Delivered to:** Residence

**Service type:** FedEx Priority Overnight

**Packaging type:** FedEx Envelope

**Number of pieces:** 1

**Weight:** 0.50 lb.

**Special handling/Services:** Deliver Weekday

Residential Delivery

**Standard transit:** 3/26/2018 by 10:30 am

Please do not respond to this message. This email was sent from an unattended mailbox. This report was generated at approximately 10:04 AM CDT on 03/26/2018.

All weights are estimated.

To track the latest status of your shipment, click on the tracking number above.

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Thank you for your business.

**Caywood, Candace**

---

**From:** Tripp, Tonya  
**Sent:** Tuesday, March 27, 2018 3:58 PM  
**To:** Caywood, Candace  
**Subject:** FW: FedEx Shipment 771825871388 Delivered

Tonya Tripp  
Legal Assistant  
**FREDERIC DORWART, LAWYERS PLLC**  
124 East Fourth Street  
Old City Hall  
Tulsa, OK 74103-5010  
(918)583-9922 (telephone)  
(918)583-8251 (facsimile)

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**From:** TrackingUpdates@fedex.com [mailto:TrackingUpdates@fedex.com]  
**Sent:** Monday, March 26, 2018 9:50 AM  
**To:** Tripp, Tonya <ttripp@fdlaw.com>  
**Subject:** FedEx Shipment 771825871388 Delivered



# Your package has been delivered

Tracking # 771825871388

Ship date:

Fri, 3/23/2018

**Tonya Tripp**

Frederic Dorwart Lawyers

TULSA, OK 74103

US



Delivered

Delivery date:

Mon, 3/26/2018 9:45 am

**Melissa Morgenson Del-Cid**

350 Walnut Grove

COPPELL, TX 75019

US

## Shipment Facts

Our records indicate that the following package has been delivered.

**Tracking number:** [771825871388](#)

**Status:** Delivered: 03/26/2018 09:45 AM  
Signed for By: Signature not required

**Reference:** 0977. Hilltop

**Signed for by:** Signature not required

**Delivery location:** COPPELL, TX

**Delivered to:** Residence

**Service type:** FedEx Priority Overnight

**Packaging type:** FedEx Envelope

**Number of pieces:** 1

**Weight:** 0.50 lb.

**Special handling/Services:** Deliver Weekday

Residential Delivery

**Standard transit:** 3/26/2018 by 10:30 am

Please do not respond to this message. This email was sent from an unattended mailbox. This report was generated at approximately 9:49 AM CDT on 03/26/2018.

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Thank you for your business.

**Caywood, Candace**

---

**From:** Tripp, Tonya  
**Sent:** Tuesday, March 27, 2018 3:57 PM  
**To:** Caywood, Candace  
**Subject:** FW: FedEx Shipment 771825831914 Delivered

Tonya Tripp  
Legal Assistant  
**FREDERIC DORWART, LAWYERS PLLC**  
124 East Fourth Street  
Old City Hall  
Tulsa, OK 74103-5010  
(918)583-9922 (telephone)  
(918)583-8251 (facsimile)

**FREDERIC DORWART**  
**LAWYERS PLLC**

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**From:** TrackingUpdates@fedex.com [mailto:TrackingUpdates@fedex.com]  
**Sent:** Monday, March 26, 2018 10:00 AM  
**To:** Tripp, Tonya <ttripp@fdlaw.com>  
**Subject:** FedEx Shipment 771825831914 Delivered



# Your package has been delivered

Tracking # 771825831914

Ship date:

Fri, 3/23/2018

**Tonya Tripp**

Frederic Dorwart Lawyers

TULSA, OK 74103

US



Delivery date:

Mon, 3/26/2018 9:58 am

**Ronnie Carroll Davis**

602 Bentley Court

ROANOKE, TX 76262

US

## Shipment Facts

Our records indicate that the following package has been delivered.

**Tracking number:** [771825831914](#)

**Status:** Delivered: 03/26/2018 09:58 AM  
Signed for By: Signature not required

**Reference:** 0977. Hilltop

**Signed for by:** Signature not required

**Delivery location:** ROANOKE, TX

**Delivered to:** Residence

**Service type:** FedEx Priority Overnight

**Packaging type:** FedEx Envelope

**Number of pieces:** 1

**Weight:** 0.50 lb.

**Special handling/Services:** Deliver Weekday

Residential Delivery

**Standard transit:** 3/26/2018 by 10:30 am

Please do not respond to this message. This email was sent from an unattended mailbox. This report was generated at approximately 9:59 AM CDT on 03/26/2018.

All weights are estimated.

To track the latest status of your shipment, click on the tracking number above.

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Thank you for your business.

**Caywood, Candace**

---

**From:** Tripp, Tonya  
**Sent:** Tuesday, March 27, 2018 3:58 PM  
**To:** Caywood, Candace  
**Subject:** FW: FedEx Shipment 771826271149 Delivered

Tonya Tripp  
Legal Assistant  
**FREDERIC DORWART, LAWYERS PLLC**  
124 East Fourth Street  
Old City Hall  
Tulsa, OK 74103-5010  
(918)583-9922 (telephone)  
(918)583-8251 (facsimile)

**FREDERIC DORWART**  
**LAWYERS PLLC**

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**From:** TrackingUpdates@fedex.com [mailto:TrackingUpdates@fedex.com]  
**Sent:** Monday, March 26, 2018 9:55 AM  
**To:** Tripp, Tonya <ttripp@fdlaw.com>  
**Subject:** FedEx Shipment 771826271149 Delivered





# Your package has been delivered

Tracking # 771826271149

Ship date:

**Fri, 3/23/2018**

**Tonya Tripp**

Frederic Dorwart Lawyers

TULSA, OK 74103

US



Delivery date:

**Mon, 3/26/2018 9:51 am**

**Attn: Investor Relations**

Hilltop Holdings

200 Crescent Court, Suite 1330

DALLAS, TX 75201

US

## Shipment Facts

Our records indicate that the following package has been delivered.

**Tracking number:** [771826271149](#)

**Status:** Delivered: 03/26/2018 09:51 AM  
Signed for By: L.GANNETT

**Reference:** 0977 Hilltop

**Signed for by:** L.GANNETT

**Delivery location:** DALLAS, TX

**Delivered to:** Receptionist/Front Desk

**Service type:** FedEx Priority Overnight

**Packaging type:** FedEx Envelope

**Number of pieces:** 1

**Weight:** 0.50 lb.

**Special handling/Services:** Deliver Weekday

**Standard transit:** 3/26/2018 by 10:30 am

✉ Please do not respond to this message. This email was sent from an unattended mailbox. This report was generated at approximately 9:55 AM CDT on 03/26/2018.

All weights are estimated.

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Thank you for your business.



**Caywood, Candace**

---

**From:** Tripp, Tonya  
**Sent:** Tuesday, March 27, 2018 3:57 PM  
**To:** Caywood, Candace  
**Subject:** FW: FedEx Shipment 771826260380 Delivered

Tonya Tripp  
Legal Assistant  
**FREDERIC DORWART, LAWYERS PLLC**  
124 East Fourth Street  
Old City Hall  
Tulsa, OK 74103-5010  
(918)583-9922 (telephone)  
(918)583-8251 (facsimile)

**FREDERIC DORWART**  
**LAWYERS PLLC**

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**From:** TrackingUpdates@fedex.com [mailto:TrackingUpdates@fedex.com]  
**Sent:** Monday, March 26, 2018 10:06 AM  
**To:** Tripp, Tonya <ttripp@fdlaw.com>  
**Subject:** FedEx Shipment 771826260380 Delivered



# Your package has been delivered

Tracking # 771826260380

Ship date:

**Fri, 3/23/2018**

**Tonya Tripp**

Frederic Dorwart Lawyers

TULSA, OK 74103

US



Delivered

Delivery date:

**Mon, 3/26/2018 9:59 am**

**Christine A. Bialick**

Hilltop Holdings

6700 IH 35 North

NEW BRAUNFELS, TX 78130

US

## Shipment Facts

Our records indicate that the following package has been delivered.

**Tracking number:**

[771826260380](#)

**Status:**

Delivered: 03/26/2018 09:59

AM Signed for By:

C.LOWEBELLOW

**Reference:**

0977 Hilltop

**Signed for by:**

C.LOWEBELLOW

**Delivery location:**

NEW BRAUNFELS, TX

**Delivered to:**

Receptionist/Front Desk

**Service type:**

FedEx Priority Overnight

**Packaging type:**

FedEx Envelope

**Number of pieces:**

1

**Weight:**

0.50 lb.

**Special handling/Services:**

Deliver Weekday

**Standard transit:**

3/26/2018 by 10:30 am

✉ Please do not respond to this message. This email was sent from an unattended mailbox. This report was generated at approximately 10:06 AM CDT on 03/26/2018.

All weights are estimated.

To track the latest status of your shipment, click on the tracking number above.

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Thank you for your business.





**Caywood, Candace**

---

**From:** Tripp, Tonya  
**Sent:** Tuesday, March 27, 2018 3:58 PM  
**To:** Caywood, Candace  
**Subject:** FW: FedEx Shipment 771826227841 Delivered

Tonya Tripp  
Legal Assistant  
**FREDERIC DORWART, LAWYERS PLLC**  
124 East Fourth Street  
Old City Hall  
Tulsa, OK 74103-5010  
(918)583-9922 (telephone)  
(918)583-8251 (facsimile)

**FREDERIC DORWART**  
**LAWYERS PLLC**

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---

**From:** TrackingUpdates@fedex.com [mailto:TrackingUpdates@fedex.com]  
**Sent:** Monday, March 26, 2018 9:52 AM  
**To:** Tripp, Tonya <ttripp@fdlaw.com>  
**Subject:** FedEx Shipment 771826227841 Delivered



# Your package has been delivered

Tracking # 771826227841

Ship date:

**Fri, 3/23/2018**

**Tonya Tripp**

Frederic Dorwart Lawyers

TULSA, OK 74103

US



Delivered

Delivery date:

**Mon, 3/26/2018 9:48 am**

**CORPORATION SERVICE**

**COMPANY DBA CSC**

Hilltop Holdings

211 E. 7th Street, Suite 620

AUSTIN, TX 78701

US

## Shipment Facts

Our records indicate that the following package has been delivered.

**Tracking number:** [771826227841](#)

**Status:** Delivered: 03/26/2018 09:48 AM  
Signed for By: Signature  
Release on file

**Reference:** 0977 Hilltop

**Signed for by:** Signature Release on file

**Delivery location:** AUSTIN, TX

**Service type:** FedEx Priority Overnight

**Packaging type:** FedEx Envelope

**Number of pieces:** 1

**Weight:** 0.50 lb.

**Special handling/Services:** Deliver Weekday

**Standard transit:** 3/26/2018 by 10:30 am

✉ Please do not respond to this message. This email was sent from an unattended mailbox. This report was generated at approximately 9:51 AM CDT on 03/26/2018.

All weights are estimated.

To track the latest status of your shipment, click on the tracking number above.

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Thank you for your business.



**Caywood, Candace**

---

**From:** Tripp, Tonya  
**Sent:** Tuesday, March 27, 2018 3:58 PM  
**To:** Caywood, Candace  
**Subject:** FW: FedEx Shipment 771826290442 Delivered

Tonya Tripp  
Legal Assistant  
**FREDERIC DORWART, LAWYERS PLLC**  
124 East Fourth Street  
Old City Hall  
Tulsa, OK 74103-5010  
(918)583-9922 (telephone)  
(918)583-8251 (facsimile)

**FREDERIC DORWART**  
**LAWYERS PLLC**

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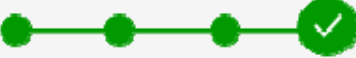
**From:** TrackingUpdates@fedex.com [mailto:TrackingUpdates@fedex.com]  
**Sent:** Monday, March 26, 2018 9:52 AM  
**To:** Tripp, Tonya <ttripp@fdlaw.com>  
**Subject:** FedEx Shipment 771826290442 Delivered



# Your package has been delivered

Tracking # 771826290442

<b>Ship date:</b> <b>Fri, 3/23/2018</b>	<b>Delivery date:</b> <b>Mon, 3/26/2018 9:48 am</b>
<b>Tonya Tripp</b> Frederic Dorwart Lawyers TULSA, OK 74103 US	<b>Corporation Service</b> <b>Company dba CSC</b> National Lloyds Corporation 211 E. 7th Street Suite 620 AUSTIN, TX 78701 US




**Delivered**

## Shipment Facts

Our records indicate that the following package has been delivered.

<b>Tracking number:</b>	<a href="#">771826290442</a>
<b>Status:</b>	Delivered: 03/26/2018 09:48 AM Signed for By: Signature Release on file
<b>Reference:</b>	0977 Hilltop
<b>Signed for by:</b>	Signature Release on file
<b>Delivery location:</b>	AUSTIN, TX
<b>Service type:</b>	FedEx Priority Overnight
<b>Packaging type:</b>	FedEx Envelope
<b>Number of pieces:</b>	1
<b>Weight:</b>	0.50 lb.
<b>Special handling/Services:</b>	Deliver Weekday
<b>Standard transit:</b>	3/26/2018 by 10:30 am

 Please do not respond to this message. This email was sent from an unattended mailbox. This report was generated at approximately 9:51 AM CDT on 03/26/2018.

All weights are estimated.

To track the latest status of your shipment, click on the tracking number above.

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Thank you for your business.

**Caywood, Candace**

---

**From:** Tripp, Tonya  
**Sent:** Tuesday, March 27, 2018 3:59 PM  
**To:** Caywood, Candace  
**Subject:** FW: FedEx Shipment 771826299542 Delivered

Tonya Tripp  
Legal Assistant  
**FREDERIC DORWART, LAWYERS PLLC**  
124 East Fourth Street  
Old City Hall  
Tulsa, OK 74103-5010  
(918)583-9922 (telephone)  
(918)583-8251 (facsimile)

**FREDERIC DORWART**  
**LAWYERS PLLC**

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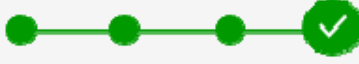
**From:** TrackingUpdates@fedex.com [mailto:TrackingUpdates@fedex.com]  
**Sent:** Monday, March 26, 2018 9:32 AM  
**To:** Tripp, Tonya <ttripp@fdlaw.com>  
**Subject:** FedEx Shipment 771826299542 Delivered



# Your package has been delivered

Tracking # 771826299542

<b>Ship date:</b> <b>Fri, 3/23/2018</b>	<b>Delivery date:</b> <b>Mon, 3/26/2018 9:27 am</b>
<b>Tonya Tripp</b> Frederic Dorwart Lawyers TULSA, OK 74103 US	<b>National Lloyds Corporation</b> 510 N. Valley Mills Drive Suite 202 WACO, TX 76710 US




Delivered

## Shipment Facts

Our records indicate that the following package has been delivered.

<b>Tracking number:</b>	<a href="#">771826299542</a>
<b>Status:</b>	Delivered: 03/26/2018 09:27 AM Signed for By: C.MCBURNETT
<b>Reference:</b>	0977 Hilltop
<b>Signed for by:</b>	C.MCBURNETT
<b>Delivery location:</b>	WACO, TX
<b>Delivered to:</b>	Receptionist/Front Desk
<b>Service type:</b>	FedEx Priority Overnight
<b>Packaging type:</b>	FedEx Envelope
<b>Number of pieces:</b>	1
<b>Weight:</b>	0.50 lb.
<b>Special handling/Services:</b>	Deliver Weekday
<b>Standard transit:</b>	3/26/2018 by 10:30 am

 Please do not respond to this message. This email was sent from an unattended mailbox. This report was generated at approximately 9:31 AM CDT on 03/26/2018.

All weights are estimated.

To track the latest status of your shipment, click on the tracking number above.

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Thank you for your business.



**Caywood, Candace**

---

**From:** Tripp, Tonya  
**Sent:** Tuesday, March 27, 2018 3:59 PM  
**To:** Caywood, Candace  
**Subject:** FW: FedEx Shipment 771826069577 Delivered

Tonya Tripp  
Legal Assistant  
**FREDERIC DORWART, LAWYERS PLLC**  
124 East Fourth Street  
Old City Hall  
Tulsa, OK 74103-5010  
(918)583-9922 (telephone)  
(918)583-8251 (facsimile)

**FREDERIC DORWART**  
**LAWYERS PLLC**

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---

**From:** TrackingUpdates@fedex.com [mailto:TrackingUpdates@fedex.com]  
**Sent:** Monday, March 26, 2018 9:18 AM  
**To:** Tripp, Tonya <ttripp@fdlaw.com>  
**Subject:** FedEx Shipment 771826069577 Delivered





# Your package has been delivered

Tracking # 771826069577

Ship date:  
**Fri, 3/23/2018**

**Tonya Tripp**  
Frederic Dorwart Lawyers  
TULSA, OK 74103  
US



Delivery date:  
**Mon, 3/26/2018 9:09 am**

**Hilltop Securities, Inc.**  
1201 Elm Street, Suite 3500  
DALLAS, TX 75270  
US

## Shipment Facts

Our records indicate that the following package has been delivered.

<b>Tracking number:</b>	<a href="#">771826069577</a>
<b>Status:</b>	Delivered: 03/26/2018 09:09 AM Signed for By: L.FLINAING
<b>Reference:</b>	0977 Hilltop
<b>Signed for by:</b>	L.FLINAING
<b>Delivery location:</b>	DALLAS, TX
<b>Delivered to:</b>	Mailroom
<b>Service type:</b>	FedEx Priority Overnight
<b>Packaging type:</b>	FedEx Envelope
<b>Number of pieces:</b>	1
<b>Weight:</b>	0.50 lb.
<b>Special handling/Services:</b>	Deliver Weekday
<b>Standard transit:</b>	3/26/2018 by 10:30 am

Please do not respond to this message. This email was sent from an unattended mailbox. This report was generated at approximately 9:17 AM CDT on 03/26/2018.

All weights are estimated.

To track the latest status of your shipment, click on the tracking number above.

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Thank you for your business.



**Caywood, Candace**

---

**From:** Tripp, Tonya  
**Sent:** Tuesday, March 27, 2018 3:58 PM  
**To:** Caywood, Candace  
**Subject:** FW: FedEx Shipment 771826057003 Delivered

Tonya Tripp  
Legal Assistant  
**FREDERIC DORWART, LAWYERS PLLC**  
124 East Fourth Street  
Old City Hall  
Tulsa, OK 74103-5010  
(918)583-9922 (telephone)  
(918)583-8251 (facsimile)

**FREDERIC DORWART**  
**LAWYERS PLLC**

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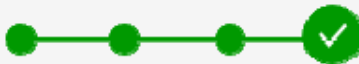
**From:** TrackingUpdates@fedex.com [mailto:TrackingUpdates@fedex.com]  
**Sent:** Monday, March 26, 2018 9:41 AM  
**To:** Tripp, Tonya <ttripp@fdlaw.com>  
**Subject:** FedEx Shipment 771826057003 Delivered



# Your package has been delivered

Tracking # 771826057003

<b>Ship date:</b> <b>Fri, 3/23/2018</b>	<b>Delivery date:</b> <b>Mon, 3/26/2018 9:37 am</b>
<b>Tonya Tripp</b> Frederic Dorwart Lawyers TULSA, OK 74103 US	<b>Capitol Corporate Services, Inc.</b> Hilltop Securities, Inc. 206 E. 9th Street, Suite 1300 AUSTIN, TX 78701 US




**Delivered**

## Shipment Facts

Our records indicate that the following package has been delivered.

<b>Tracking number:</b>	<a href="#">771826057003</a>
<b>Status:</b>	Delivered: 03/26/2018 09:37 AM Signed for By: S.KEMBLE
<b>Reference:</b>	0977 Hilltop
<b>Signed for by:</b>	S.KEMBLE
<b>Delivery location:</b>	AUSTIN, TX
<b>Delivered to:</b>	Receptionist/Front Desk
<b>Service type:</b>	FedEx Priority Overnight
<b>Packaging type:</b>	FedEx Envelope
<b>Number of pieces:</b>	1
<b>Weight:</b>	0.50 lb.
<b>Special handling/Services:</b>	Deliver Weekday
<b>Standard transit:</b>	3/26/2018 by 10:30 am

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To track the latest status of your shipment, click on the tracking number above.

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Thank you for your business.



**Caywood, Candace**

---

**From:** Tripp, Tonya  
**Sent:** Tuesday, March 27, 2018 3:59 PM  
**To:** Caywood, Candace  
**Subject:** FW: FedEx Shipment 771826034848 Delivered

Tonya Tripp  
Legal Assistant  
**FREDERIC DORWART, LAWYERS PLLC**  
124 East Fourth Street  
Old City Hall  
Tulsa, OK 74103-5010  
(918)583-9922 (telephone)  
(918)583-8251 (facsimile)

**FREDERIC DORWART**  
**LAWYERS PLLC**

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**From:** TrackingUpdates@fedex.com [mailto:TrackingUpdates@fedex.com]  
**Sent:** Monday, March 26, 2018 9:03 AM  
**To:** Tripp, Tonya <ttripp@fdlaw.com>  
**Subject:** FedEx Shipment 771826034848 Delivered



# Your package has been delivered

Tracking # 771826034848

Ship date:

Fri, 3/23/2018

**Tonya Tripp**

Frederic Dorwart Lawyers

TULSA, OK 74103

US



Delivery date:

Mon, 3/26/2018 9:58 am

**Capitol Services, Inc.**

Hilltop Securities, Inc.

1675 S. State Street, Suite B

DOVER, DE 19901

US

## Shipment Facts

Our records indicate that the following package has been delivered.

<b>Tracking number:</b>	<a href="#">771826034848</a>
<b>Status:</b>	Delivered: 03/26/2018 09:58 AM Signed for By: J.DAVIS
<b>Reference:</b>	0977 Hilltop
<b>Signed for by:</b>	J.DAVIS
<b>Delivery location:</b>	DOVER, DE
<b>Delivered to:</b>	Receptionist/Front Desk
<b>Service type:</b>	FedEx Priority Overnight
<b>Packaging type:</b>	FedEx Envelope
<b>Number of pieces:</b>	1
<b>Weight:</b>	0.50 lb.
<b>Special handling/Services:</b>	Deliver Weekday
<b>Standard transit:</b>	3/26/2018 by 12:00 pm

Please do not respond to this message. This email was sent from an unattended mailbox. This report was generated at approximately 9:03 AM CDT on 03/26/2018.

All weights are estimated.

To track the latest status of your shipment, click on the tracking number above.

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**Caywood, Candace**

---

**From:** Tripp, Tonya  
**Sent:** Tuesday, March 27, 2018 3:57 PM  
**To:** Caywood, Candace  
**Subject:** FW: FedEx Shipment 771826189674 Delivered

Tonya Tripp  
Legal Assistant  
**FREDERIC DORWART, LAWYERS PLLC**  
124 East Fourth Street  
Old City Hall  
Tulsa, OK 74103-5010  
(918)583-9922 (telephone)  
(918)583-8251 (facsimile)

**FREDERIC DORWART**  
**LAWYERS PLLC**

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**From:** TrackingUpdates@fedex.com [mailto:TrackingUpdates@fedex.com]  
**Sent:** Monday, March 26, 2018 10:00 AM  
**To:** Tripp, Tonya <ttripp@fdlaw.com>  
**Subject:** FedEx Shipment 771826189674 Delivered

# Your package has been delivered

Tracking # 771826189674

Ship date:

**Fri, 3/23/2018**

**Tonya Tripp**

Frederic Dorwart Lawyers

TULSA, OK 74103

US



Delivery date:

**Mon, 3/26/2018 9:56 am**

**Plains Capital Bank**

2323 Victory Avenue, Suite

1400

DALLAS, TX 75219

US

## Shipment Facts

Our records indicate that the following package has been delivered.

<b>Tracking number:</b>	<a href="#">771826189674</a>
<b>Status:</b>	Delivered: 03/26/2018 09:56 AM Signed for By: K.VILCHIS
<b>Reference:</b>	0977 Hilltop
<b>Signed for by:</b>	K.VILCHIS
<b>Delivery location:</b>	Dallas, TX
<b>Delivered to:</b>	Receptionist/Front Desk
<b>Service type:</b>	FedEx Priority Overnight
<b>Packaging type:</b>	FedEx Envelope
<b>Number of pieces:</b>	1
<b>Weight:</b>	0.50 lb.
<b>Special handling/Services:</b>	Deliver Weekday
<b>Standard transit:</b>	3/26/2018 by 10:30 am

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All weights are estimated.

To track the latest status of your shipment, click on the tracking number above.

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Thank you for your business.







**Caywood, Candace**

---

**From:** Tripp, Tonya  
**Sent:** Tuesday, March 27, 2018 3:57 PM  
**To:** Caywood, Candace  
**Subject:** FW: FedEx Shipment 771826091730 Delivered

Tonya Tripp  
Legal Assistant  
**FREDERIC DORWART, LAWYERS PLLC**  
124 East Fourth Street  
Old City Hall  
Tulsa, OK 74103-5010  
(918)583-9922 (telephone)  
(918)583-8251 (facsimile)

**FREDERIC DORWART**  
**LAWYERS PLLC**

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**From:** TrackingUpdates@fedex.com [mailto:TrackingUpdates@fedex.com]  
**Sent:** Monday, March 26, 2018 10:53 AM  
**To:** Tripp, Tonya <ttripp@fdlaw.com>  
**Subject:** FedEx Shipment 771826091730 Delivered



# Your package has been delivered

Tracking # 771826091730

Ship date:

**Fri, 3/23/2018**

**Tonya Tripp**

Frederic Dorwart Lawyers

TULSA, OK 74103

US



Delivery date:

**Mon, 3/26/2018 9:51 am**

**Julie Jacobs Dupress**

Hilltop Investment Advisors, Inc.

34 South Dahlia Street

DENVER, CO 80246

US

## Shipment Facts

Our records indicate that the following package has been delivered.

**Tracking number:** [771826091730](#)

**Status:** Delivered: 03/26/2018 09:51 AM  
Signed for By: Signature not required

**Reference:** 0977 Hilltop

**Signed for by:** Signature not required

**Delivery location:** Denver, CO

**Delivered to:** Residence

**Service type:** FedEx Priority Overnight

**Packaging type:** FedEx Envelope

**Number of pieces:** 1

**Weight:** 0.50 lb.

**Special handling/Services:** Deliver Weekday

Residential Delivery

**Standard transit:** 3/26/2018 by 10:30 am

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All weights are estimated.

To track the latest status of your shipment, click on the tracking number above.

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Thank you for your business.

**Caywood, Candace**

---

**From:** Tripp, Tonya  
**Sent:** Tuesday, March 27, 2018 3:58 PM  
**To:** Caywood, Candace  
**Subject:** FW: FedEx Shipment 771826110096 Delivered

Tonya Tripp  
Legal Assistant  
**FREDERIC DORWART, LAWYERS PLLC**  
124 East Fourth Street  
Old City Hall  
Tulsa, OK 74103-5010  
(918)583-9922 (telephone)  
(918)583-8251 (facsimile)

**FREDERIC DORWART**  
**LAWYERS PLLC**

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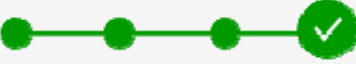
**From:** TrackingUpdates@fedex.com [mailto:TrackingUpdates@fedex.com]  
**Sent:** Monday, March 26, 2018 9:56 AM  
**To:** Tripp, Tonya <ttripp@fdlaw.com>  
**Subject:** FedEx Shipment 771826110096 Delivered



# Your package has been delivered

Tracking # 771826110096

<b>Ship date:</b> <b>Fri, 3/23/2018</b>	<b>Delivery date:</b> <b>Mon, 3/26/2018 9:48 am</b>
<b>Tonya Tripp</b> Frederic Dorwart Lawyers TULSA, OK 74103 US	<b>Bradley W. Rapp</b> Hilltop Advisors, LLC 1980 Post Oak Boulevard, Suite 1200 HOUSTON, TX 77056 US



Delivered

## Shipment Facts

Our records indicate that the following package has been delivered.

Tracking number:	<a href="#">771826110096</a>
Status:	Delivered: 03/26/2018 09:48 AM Signed for By: K.KRUL
Reference:	0977 Hilltop
Signed for by:	K.KRUL
Delivery location:	HOUSTON, TX
Delivered to:	Receptionist/Front Desk
Service type:	FedEx Priority Overnight
Packaging type:	FedEx Envelope
Number of pieces:	1
Weight:	0.50 lb.
Special handling/Services:	Deliver Weekday
Standard transit:	3/26/2018 by 10:30 am

✉ Please do not respond to this message. This email was sent from an unattended mailbox. This report was generated at approximately 9:55 AM CDT on 03/26/2018.

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Thank you for your business.





**Caywood, Candace**

---

**From:** Tripp, Tonya  
**Sent:** Tuesday, March 27, 2018 3:59 PM  
**To:** Caywood, Candace  
**Subject:** FW: FedEx Shipment 771826206854 Delivery Exception

Tonya Tripp  
Legal Assistant  
**FREDERIC DORWART, LAWYERS PLLC**  
124 East Fourth Street  
Old City Hall  
Tulsa, OK 74103-5010  
(918)583-9922 (telephone)  
(918)583-8251 (facsimile)

**FREDERIC DORWART**  
**LAWYERS PLLC**

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**From:** TrackingUpdates@fedex.com [mailto:TrackingUpdates@fedex.com]  
**Sent:** Monday, March 26, 2018 7:21 AM  
**To:** Tripp, Tonya <ttripp@fdlaw.com>  
**Subject:** FedEx Shipment 771826206854 Delivery Exception



## We were unable to complete delivery of your package

See "Resolving Delivery Issues" for recommended actions

See "Preparing for Delivery" for helpful tips

Tracking # 771826206854

Ship date:  
Fri, 3/23/2018

**Tonya Tripp**  
Frederic Dorwart Lawyers  
TULSA, OK 74103  
US



Scheduled delivery:  
**Pending**

**Hilltop Advisors, LLC**  
1211 Malone Street  
DALLAS, TX 75219  
US

### Shipment Facts

FedEx attempted, but was unable to complete delivery of the following shipment:

<b>Tracking number:</b>	<a href="#">771826206854</a>
<b>Status:</b>	Delivery exception
<b>Reference:</b>	0977 Hilltop
<b>Service type:</b>	FedEx Priority Overnight
<b>Packaging type:</b>	FedEx Envelope
<b>Number of pieces:</b>	1
<b>Weight:</b>	0.50 lb.
<b>Special handling/Services:</b>	Deliver Weekday
<b>Standard transit:</b>	3/26/2018 by 10:30 am

### Resolving Delivery Issues

The reason delivery was not completed is outlined below. Where applicable, resolution recommendations are also provided.

Exception Reason	Recommended Action
1. Incorrect Address	<a href="#">Contact us</a> to provide correct delivery address and/or additional delivery information.

## Preparing for Delivery


To help ensure successful delivery of your shipment, please review the below.

### Won't be in?

You may be able to hold your delivery at a convenient FedEx World Service Center or FedEx Office location for pick up. Track your shipment to determine Hold at FedEx location availability.

The new destination address for your shipment is displayed at the top of this message. For your records, the original destination address is provided below.

Hilltop Advisors, LLC  
1211 Malone Street  
Houston, TX 75219 US

 Please do not respond to this message. This email was sent from an unattended mailbox. This report was generated at approximately 7:20 AM CDT on 03/26/2018.

All weights are estimated.

The shipment is scheduled for delivery on or before the scheduled delivery displayed above. FedEx does not determine money-back guarantee or delay claim requests based on the scheduled delivery. Please see the FedEx Service Guide for terms and conditions of service, including the FedEx Money-Back Guarantee, or contact your FedEx customer support representative.

To track the latest status of your shipment, click on the tracking number above.

Standard transit is the date and time the package is scheduled to be delivered by, based on the selected service, destination and ship date. Limitations and exceptions may apply. Please see the FedEx Service Guide for terms and conditions of service, including the FedEx Money-Back Guarantee, or contact your FedEx Customer Support representative.

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Thank you for your business.

**Caywood, Candace**

---

**From:** Tripp, Tonya  
**Sent:** Tuesday, March 27, 2018 3:57 PM  
**To:** Caywood, Candace  
**Subject:** FW: FedEx Shipment 771826177041 Delivered

Tonya Tripp  
Legal Assistant  
**FREDERIC DORWART, LAWYERS PLLC**  
124 East Fourth Street  
Old City Hall  
Tulsa, OK 74103-5010  
(918)583-9922 (telephone)  
(918)583-8251 (facsimile)

**FREDERIC DORWART**  
**LAWYERS PLLC**

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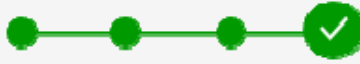
**From:** TrackingUpdates@fedex.com [mailto:TrackingUpdates@fedex.com]  
**Sent:** Monday, March 26, 2018 10:08 AM  
**To:** Tripp, Tonya <ttripp@fdlaw.com>  
**Subject:** FedEx Shipment 771826177041 Delivered



# Your package has been delivered

Tracking # 771826177041

<b>Ship date:</b> <b>Fri, 3/23/2018</b>	<b>Delivery date:</b> <b>Mon, 3/26/2018 9:05 am</b>
<b>Tonya Tripp</b> Frederic Dorwart Lawyers TULSA, OK 74103 US	<b>Hilltop National Bank</b> 300 Country Club Road CASPER, WY 82609 US




**Delivered**

## Shipment Facts

Our records indicate that the following package has been delivered.

<b>Tracking number:</b>	<a href="#">771826177041</a>
<b>Status:</b>	Delivered: 03/26/2018 09:05 AM Signed for By: N.OWALOWSKI
<b>Reference:</b>	0977 Hilltop
<b>Signed for by:</b>	N.OWALOWSKI
<b>Delivery location:</b>	CASPER, WY
<b>Delivered to:</b>	Receptionist/Front Desk
<b>Service type:</b>	FedEx Priority Overnight
<b>Packaging type:</b>	FedEx Envelope
<b>Number of pieces:</b>	1
<b>Weight:</b>	0.50 lb.
<b>Special handling/Services:</b>	Deliver Weekday
<b>Standard transit:</b>	3/26/2018 by 10:30 am

 Please do not respond to this message. This email was sent from an unattended mailbox. This report was generated at approximately 10:08 AM CDT on 03/26/2018.

All weights are estimated.

To track the latest status of your shipment, click on the tracking number above.

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Thank you for your business.







# BOK FINANCIAL CORPORATION

## **WEALTH MANAGEMENT Client Advisor 2018 Schedule**

### **PAYMENT OF BENEFITS**

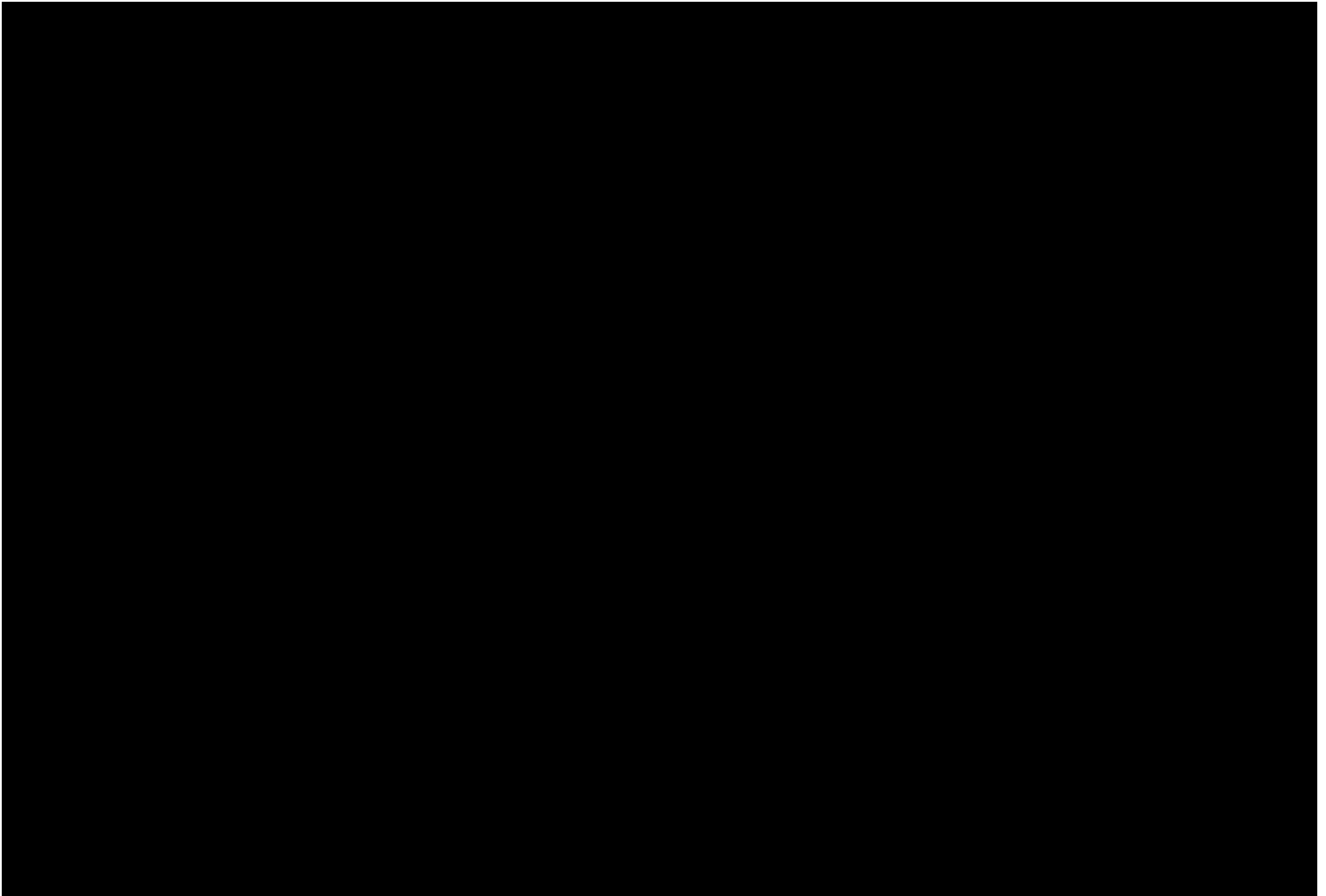
This Schedule is subject to the Incentive Compensation Master Incentive Plan and applicable Addendum which are incorporated by reference into this schedule.

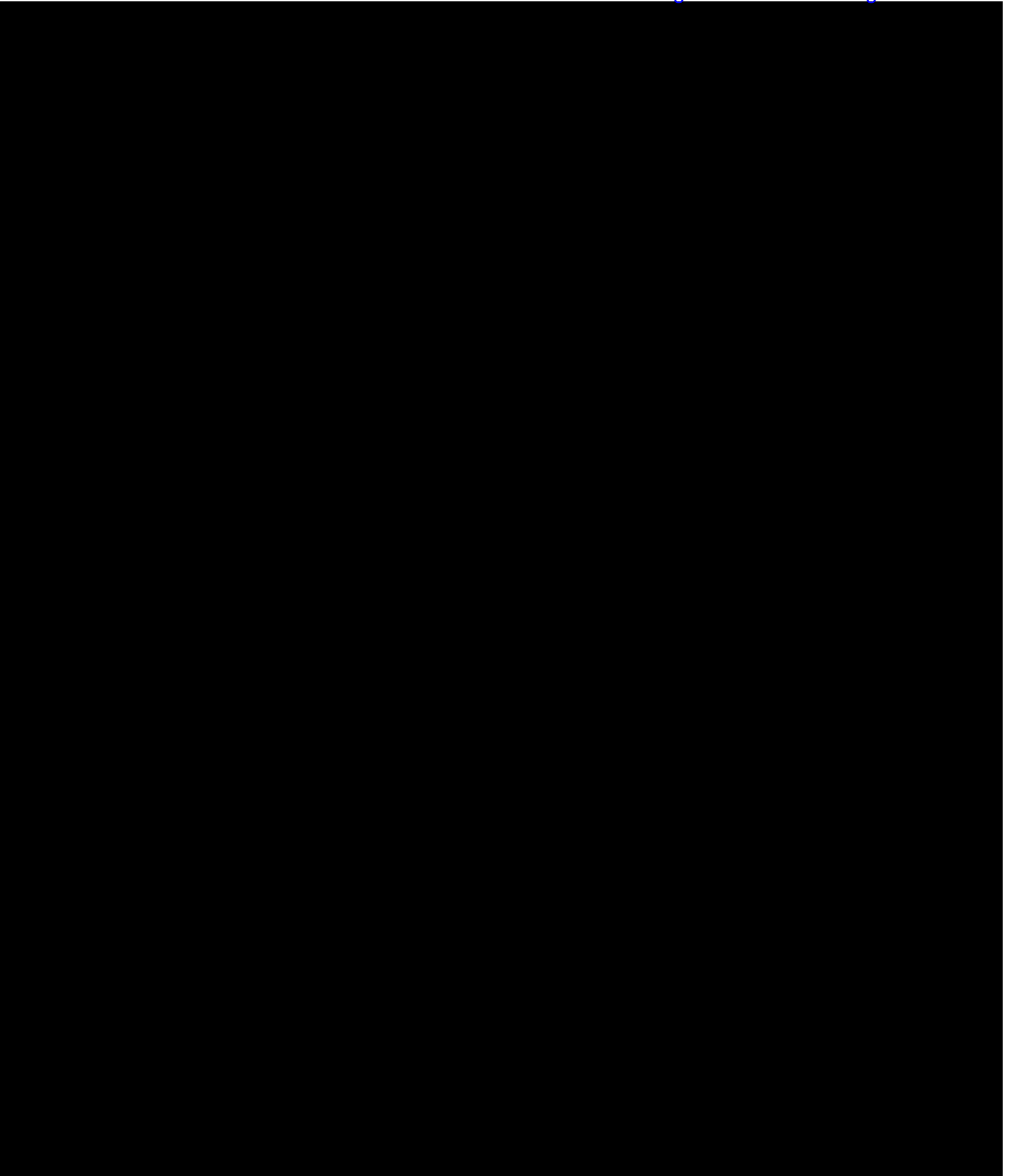
### **PARTICIPATION DESIGNATION**

The following employees are eligible to participate in the Plan:

- Client Advisor (80672)

### **AWARD DETERMINATION**





#### **ADDITIONAL PLAN PROVISIONS**

Employee agrees that, during employment and for a period of one (1) year following any termination of employment for any reason, Employee shall not, (whether as an officer, director, employee, partner, stockholder, creditor or agent, or representative of other persons or entities), (i) directly solicit the sales of goods, service or a combination of goods and services from established customers of BOK Financial or any of its affiliates or (ii) directly solicit employees of BOK Financial or any affiliates of BOK Financial to seek employment with any person or entity providing banking and/or financial services and/or other goods and services offered by BOK Financial and/or its affiliates except on behalf of BOK Financial and/or its affiliates. The foregoing agreement not to solicit notwithstanding, to the extent that the employee has entered into an agreement with BOK Financial and/or an affiliate, and the agreement contains greater restrictive covenants in favor of BOK Financial and/or an affiliate, the greater restrictive covenant supersedes this provision.



# BOK FINANCIAL CORPORATION

## **WEALTH MANAGEMENT Client Advisor 2018 Schedule**

### **PAYMENT OF BENEFITS**

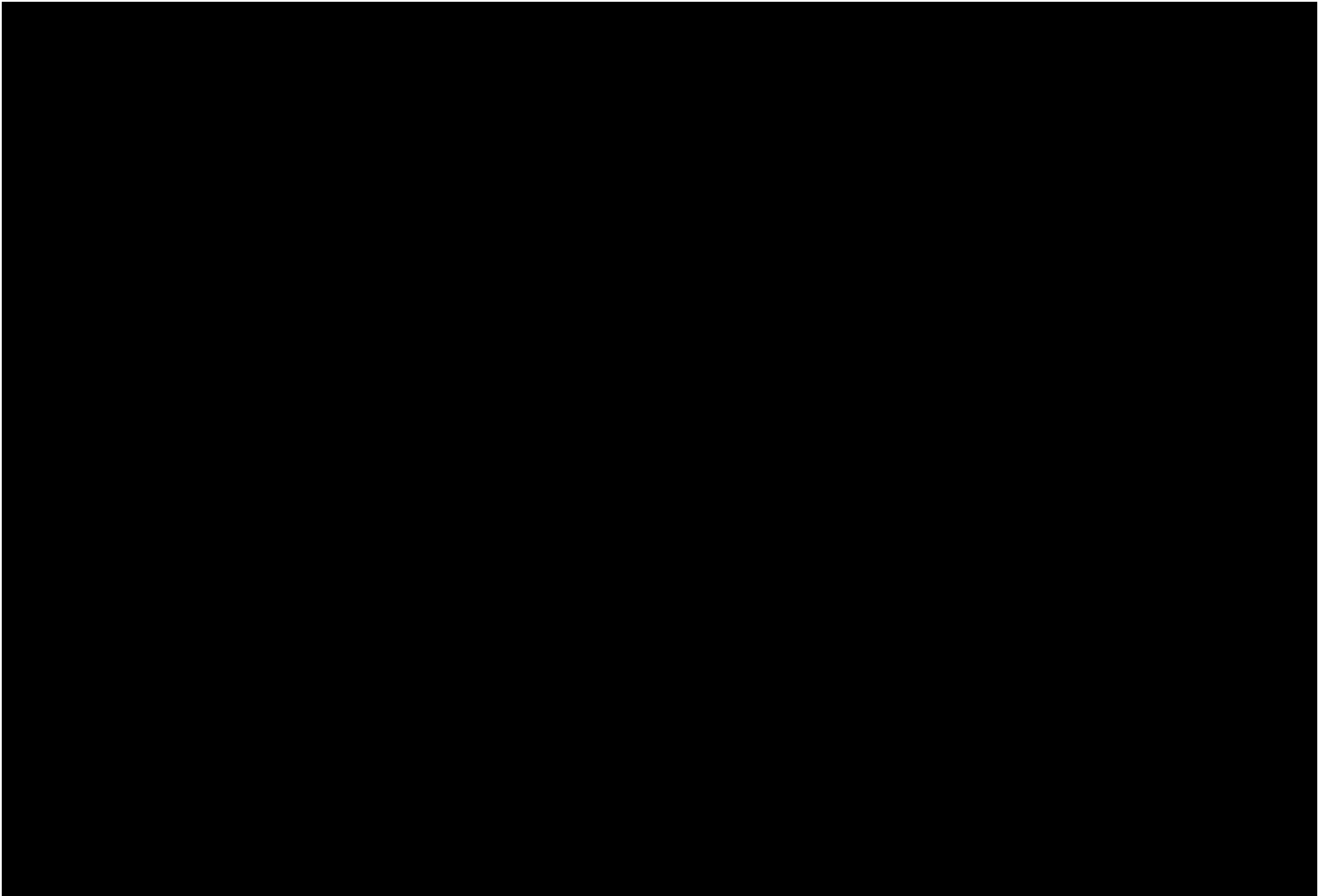
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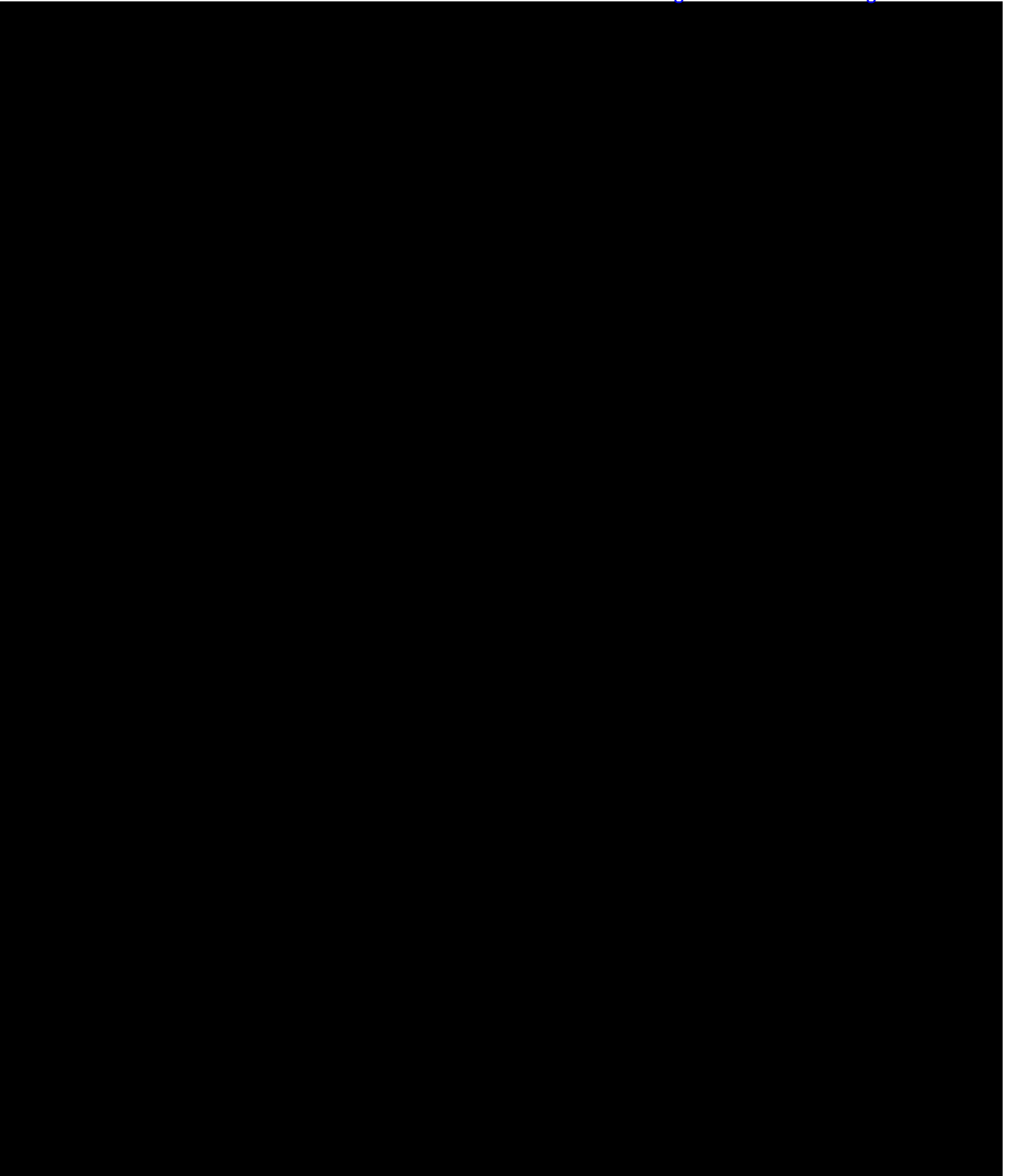
### **PARTICIPATION DESIGNATION**

The following employees are eligible to participate in the Plan:

- Client Advisor (80672)

### **AWARD DETERMINATION**





#### **ADDITIONAL PLAN PROVISIONS**

Employee agrees that, during employment and for a period of one (1) year following any termination of employment for any reason, Employee shall not, (whether as an officer, director, employee, partner, stockholder, creditor or agent, or representative of other persons or entities), (i) directly solicit the sales of goods, service or a combination of goods and services from established customers of BOK Financial or any of its affiliates or (ii) directly solicit employees of BOK Financial or any affiliates of BOK Financial to seek employment with any person or entity providing banking and/or financial services and/or other goods and services offered by BOK Financial and/or its affiliates except on behalf of BOK Financial and/or its affiliates. The foregoing agreement not to solicit notwithstanding, to the extent that the employee has entered into an agreement with BOK Financial and/or an affiliate, and the agreement contains greater restrictive covenants in favor of BOK Financial and/or an affiliate, the greater restrictive covenant supersedes this provision.



**WEALTH MANAGEMENT DIVISION  
BOKFS  
Securities Sales/Service Specialist  
2018 Schedule**

**PAYMENT OF BENEFITS**

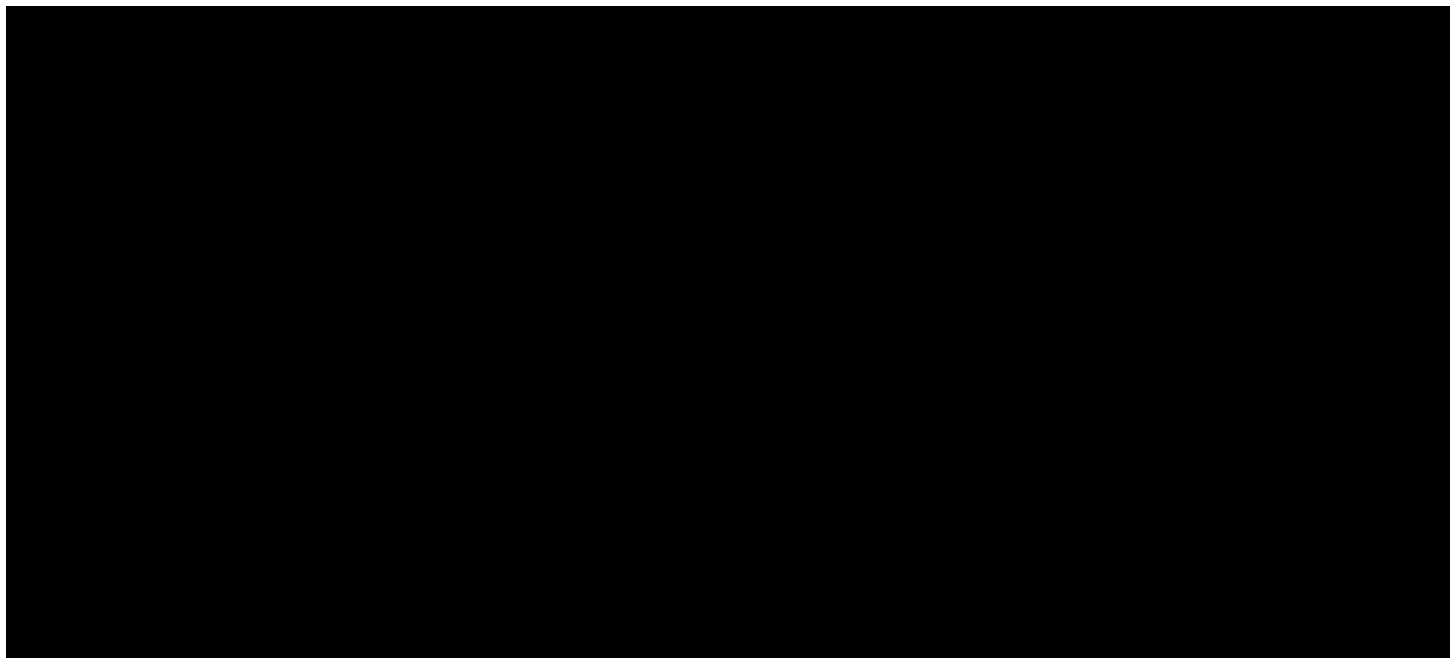
This Schedule is subject to the Incentive Compensation Master Incentive Plan and applicable Addendum which are incorporated by reference into this schedule.

**PARTICIPATION DESIGNATION**

The following BOKFS employees are eligible to participate in the Plan as of their employment date:

- Securities Sales/Service Specialist - 20223
- Sr. Securities Sales/Service Specialist - 80332

**AWARD DETERMINATION**



**ADDITIONAL PLAN PROVISIONS**

Employee agrees that, during employment and for a period of one (1) year following any termination of employment for any reason, Employee shall not, (whether as an officer, director,



employee, partner, stockholder, creditor or agent, or representative of other persons or entities), (i) directly solicit the sales of goods, service or a combination of goods and services from established customers of BOK Financial or any of its affiliates or (ii) directly solicit employees of BOK Financial or any affiliates of BOK Financial to seek employment with any person or entity providing banking and/or financial services and/or other goods and services offered by BOK Financial and/or its affiliates except on behalf of BOK Financial and/or its affiliates. The foregoing agreement not to solicit notwithstanding, to the extent that the employee has entered into an agreement with BOK Financial and/or an affiliate, and the agreement contains greater restrictive covenants in favor of BOK Financial and/or an affiliate, the greater restrictive covenant supersedes this provision.

**BOSC, INC.**  
**REPRESENTATIVE AGREEMENT**

This Agreement is made and entered into this 3 day of April, 2012 by and between BOSC, Inc., an Oklahoma Corporation ("BOSC") and Roanie Davis JA ("Representative").

In consideration of the mutual promises hereinafter made and other good and valuable consideration (the receipt and adequacy of which BOSC and Representative hereby acknowledge), BOSC and Representative agree as follows:

**1. BOSC'S OBLIGATIONS. BOSC:**

- A. Hereby appoints Representative as its agent to be located in a branch office of Bank of Texas (hereinafter "FI") located at 5956 Sherry Ln, Suite 209, Dallas, TX 75225 ("Branch Office") to solicit purchases of securities and investments offered through BOSC to depositors and customers of FI and to the general public.
- B. Shall exercise exclusive control over the Representative with respect to all aspects of securities transactions and related securities business through a Series 24 licensed principal of BOSC who shall serve as the Branch Manager ("Branch Manager") of the Office of Supervisory Jurisdiction through which all securities activities shall take place.
- C. BOSC shall employ Representative as a professional with compensation to be paid to Representative pursuant to separate agreement between BOSC and Representative and in accordance with the policies and procedures then in effect at BOSC.

**2. THE REPRESENTATIVE'S OBLIGATIONS. The Representative:**

- A. Shall provide to prospective purchasers a current prospectus or other offering materials when required by the federal and/or state securities laws, shall explain fully the terms of any security or investment offering for sale to a customer, shall make no untrue or misleading statements or representations, shall not omit any material information or facts pertaining to any aspect of the transaction or sale, and shall comply with all laws respecting offers and sales of securities and advising persons on such matters.
- B. Shall (i) conduct business in accordance with the rules and regulations of the Securities and Exchange Commission (SEC), the National Association of Securities Dealers (NASD), any state agencies regulating Representative's activities, (ii) conduct business in accordance with the policies and procedures of BOSC and the best customs and procedures of the securities industry, (iii) shall not conduct business or receive funds until fully licensed as required by all such laws, rules and regulations, and (iv) shall accept such supervision and

control by his/her Branch Manager and officers of BOSC as BOSC determines is necessary or appropriate to fully and timely comply with all such laws, regulations, rules, customs and procedures. Without limiting the generality of the foregoing, shall not, directly or indirectly, (i) engage in municipal securities business with an issuer to whom the Representative has made a political contribution within the previous two years (other than a contribution in an amount less than \$250 to an official of such issuer for whom the Representative is entitled to vote) or (ii) make a political contribution to any issuer to whom the Representative is engaging or seeking to engage in the municipal securities business.

- C. Shall (i) mail any correspondence, make any communication or cause any advertising to be made respecting investments or the investment business only after said correspondence, communication or advertising is approved in advance by BOSC and (ii) provide copies of all such correspondence, communication and advertising to BOSC in accordance with all applicable SEC, NASD and state agencies rules and regulations.
- D. Shall accept payments from customers by check or money order only payable to the underwriter, investment company or insurance company designated by BOSC.
- E. Shall indemnify BOSC and hold BOSC harmless from any and all loss, cost or liability (including legal, accounting and expert fees and expenses) which result from the Representative's negligence, violation, or other misconduct.
- F. Shall not act in any manner whatsoever as an agent for any individual or entity competitive in any respect with BOSC.
- G. Shall (i) represent to all customers and prospective customers, whenever he/she is soliciting purchases or interviewing customers or otherwise, that (a) he/she is acting as a Representative of BOSC and (b) all orders for securities will be placed through BOSC and (ii) conduct all business totally separate and distinct from all other business conducted at the FI.
- H. Shall conduct himself/herself and his/her affairs in a professional manner consistent with the building of a quality reputation for himself/herself and BOSC and in accordance with the best standards of the industry.
- I. Recognizes that (i) he/she shall accept direction for BOSC securities activities solely from BOSC in accordance with BOSC's policies and procedures, and (ii) will neither seek nor accept direction regarding the conduct of securities business from any individual or group who is not a duly authorized BOSC Branch Manager or BOSC officer.
- J. Shall not (i) directly solicit any established customer of BOSC for a period of one (1) year after the termination of this Agreement (for whatever reason,



whether with or without cause) or (ii) solicit any employee of BOSC to accept employment with any entity for a period of one (1) year after termination of this Agreement (for whatever reason, whether with or without cause). This promise by Representative may be enforced by temporary, preliminary and permanent injunctive relief without the necessity of establishing irreparable injury and without the posting of any bond, in addition to any other remedies the law may provide. Without limiting the generality of the provisions of this paragraph, the phrase "directly solicit any established customer of BOSC" includes (i) making or participating in any mail or e-mail communication to such customer which is not part of a mass mailing to a public of which established customers of BOSC are an insignificant part the purpose of which was not to communicate with established customers of BOSC and (ii) having or participating in any meeting with or making or participating in telephone call to such customer unless such customer was an established social friend of the Representative and the purpose of the telephone call was strictly social.

- K. Shall, immediately upon termination of this Agreement, deliver to BOSC all copies of all documents and electronic files concerning the business (including training, licensure, commission, and production information) of BOSC and/or FI and/or customers of BOSC and/or FI including all electronic files and documents (whether prepared by BOSC and/or FI or the Representative and whether prepared before or after the start of this Agreement) containing any information respecting the identities of the customers of BOSC and/or FI or their addresses or telephone numbers, or the nature or amounts of their investments, assets or liabilities, or their investment needs or strategies. Without limiting the generality of the provisions of this Paragraph, as used in this Paragraph the words "documents and electronic files concerning the business of BOSC" includes all documents identified in the BOSC Quarterly Certification, diaries, handwritten notes, address books, calendars, and other documents (written or electronic and whether or not Representative regards such documents as his/her personal documents) which contain any of the information described in the Paragraph whether prepared by Representative or BOSC.
- L. Shall completely perform all duties (including the duty of loyalty) owed by Representative to his prior employer until such time as such duties shall have terminated, return to his employer all copies and electronic files of his prior employer (of the kind described in the preceding paragraph relating to the business of his prior employer, and comply with all lawful agreements limiting the Representative's right to engage in the securities business.
- M. During Representative's employment under this Agreement, BOSC shall make available to Representative and Representative will become acquainted with various information relating to the BOSC's business operations, customers, products, marketing data, business plans, strategies, employees, contracts, financial records and accounts, projections and budgets, and similar information which are crucial to BOSC. Representative agrees that to the extent such information is not generally available to the public and gives BOSC an

advantage over competitors who do not know of or use such information, such information and documents shall be deemed trade secrets of the BOSC. Representative further agrees that all such information and documents relating to the business of the BOSC, whether they are prepared by Representative or coming into Representative's possession in any other way, are owned by the BOSC and shall remain the exclusive property of the BOSC. Representative shall not misuse, misappropriate or disclose such trade secrets of BOSC, directly or indirectly, or use them for Representative's own benefit, either during the term of this Agreement or at any time thereafter, except as may be necessary or appropriate in the course of Representative's employment with the BOSC, unless such action is either previously agreed to in writing by the BOSC or required by law.

3. **LIMITED OF AUTHORITY AND REPRESENTATIVE'S REPRESENTATION.**

- A. The Representative is a limited agent of BOSC only and has no authority to bind BOSC in any way except to communicate to customers materials supplied by BOSC and to accept transactions in securities offered through BOSC.
- B. The Representative hereby represents that he/she has delivered to BOSC true copies of all agreements by which Representative may be bound which purport to limit the ability of Representative to engage in the securities business.

4. **TERMINATION OF AGREEMENT.**

- A. The effective date of this Agreement shall be April 3, 2012. This Agreement shall automatically renew on the April 15 next following and on each April 15 thereafter for one year periods unless this Agreement is terminated as hereafter provided.
- B. This Agreement may be terminated by either party at any time, without cause, by but only by, giving thirty (30) days written notice to the other party.
- C. This Agreement shall automatically terminate (i) upon cancellation of Representative's coverage by his/her surety company or (ii) upon cancellation or non-renewal of any required license.
- D. This Agreement may be terminated by BOSC at any time without notice for a breach of this Agreement by the Representative.
- E. The death of the Representative shall automatically terminate this Agreement on the date of death.
- F. Upon termination, the Representative shall cease using the name BOSC, shall no longer hold himself/herself out as a Representative and shall return all materials bearing the BOSC name to BOSC and as otherwise provided herein



5. **MISCELLANEOUS PROVISIONS.** The following miscellaneous provisions shall apply to this Agreement:

- A. All notices or advices required or permitted to be given by or pursuant to this Agreement, shall be given in writing. All such notices and advices shall be (i) delivered personally, (ii) delivered by facsimile or delivered by U.S. Registered or Certified Mail, Return Receipt Requested mail, or (iii) delivered for overnight delivery by a nationally recognized overnight courier service. Such notices and advices shall be deemed to have been given (i) the first business day following the date of delivery if delivered personally or by facsimile, (ii) on the third business day following the date of mailing if mailed by U.S. Registered or Certified Mail, Return Receipt Requested, or (iii) on the date of receipt if delivered for overnight delivery by a nationally recognized overnight courier service. All such notices and advices and all other communications related to this Agreement shall be given as follows:

If to BOSC:

Scott Grauer  
BOSC, Inc.  
Williams Tower, Ninth Floor  
Tulsa, Oklahoma 74103  
918-595-3165 - Tel  
918-588-6510 - Fax

If to Representative:

*Ronnie Davis Jr.*  
*5956 Stern Ln Suite 700*  
*Dallas, TX 75225*  
*214-932-3081* - Telephone  
*214-346-3943* - Fax

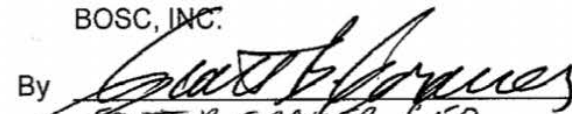
or to such other address as the party may have furnished to the other parties in accordance herewith, except that notice of change of addresses shall be effective only upon receipt.

- B. This Agreement shall be deemed made and executed in Tulsa County, Oklahoma.
- C. This Agreement shall be subject to, and interpreted by and in accordance with, the laws (excluding conflict of law provisions) of the State of Oklahoma.
- D. This Agreement is the entire Agreement of the parties respecting the subject matter hereof. There are no other agreements, representations or warranties, whether oral or written, respecting the subject matter hereof.

- E. No course of prior dealings involving any of the parties hereto and no usage of trade shall be relevant or advisable to interpret, supplement, explain or vary any of the terms of this Agreement, as expressly provided herein.
- F. This Agreement, and all the provisions of this Agreement, shall be deemed drafted by all of the parties hereto. This Agreement shall not be interpreted strictly for or against any party, but solely in accordance with the fair meaning of the provisions hereof to effectuate the purposes and interest of this Agreement.
- G. Each party hereto has entered into this Agreement based solely upon the agreements, representations and warranties expressly set forth herein and upon his own knowledge and investigation.
- H. Each of the persons signing below on behalf of a party hereto represents and warrants that he or she has full requisite power and authority to execute and deliver this Agreement on behalf of the party for whom he or she is signing and to bind such party to the terms and conditions of this Agreement.
- I. This Agreement may be executed in counterparts, each of which shall be deemed an original. This Agreement shall become effective only when all of the parties hereto shall have executed the original or counterpart hereof. This agreement may be executed and delivered by a facsimile transmission of a counterpart hereof.
- J. In any action brought by a party hereto to enforce the obligations of any other party hereto, the prevailing party shall be entitled to collect from the opposing parties to such action such party's reasonable attorneys fees and costs (including court costs, reasonable fees of accountants and experts, and other expenses incidental to the action).
- K. This Agreement shall be binding upon and shall inure to the benefit of the parties and their respective successors and assigns. This is not a third party beneficiary contract. No person or entity other than a party hereto shall have any rights under this Agreement. This Agreement may be amended or modified only in a writing which specifically references this Agreement.

BOSC, INC.

By

  
SCOTT B. GRAUER, CEO

  
"Representative" Ronnie Davis JA



**AMENDMENT TO BOSC, INC. REPRESENTATIVE AGREEMENT**

The BOSC, Inc. Representative Agreement dated as of 4-3-12 (the "Agreement"), among BOSC, Inc., an Oklahoma Corporation ("BOSC") and Ronnie Davis JR (the "Representative") shall be amended as set forth below.

***Amendment.***

1. **BOSC's OBLIGATIONS.** The following Paragraph D shall be inserted immediately following Paragraph C of the Agreement:

D. With respect to Representative's engagement to solicit advisory clients, shall: provide certain training and supervision over Representative's advisory practices, provide copies of the appropriate Form(s) ADV – Part II and related schedules, and any updates thereof and provide a copy of the advisory agreement and support during contract negotiations.

2. **THE REPRESENTATIVE'S OBLIGATIONS.** The following Paragraph N shall be inserted immediately following Paragraph M of the Agreement:

N. With respect to Representative's engagement to solicit advisory clients, shall: identify and solicit potential advisory clients, provide such potential client a copy of the appropriate Form(s) ADV – Part II and related schedules, and any updates thereof, and obtain, at or prior to the time such client enters into an advisory agreement, an acknowledgement that such client has received a copy of Form ADV – Part II and related schedules, provide ongoing services that are reasonably designed to support retention of such clients, and only use the advisory agreement and written materials that have been provided and approved and only make representations that have been so approved.

***Entire Agreement.*** The Agreement, as amended herein, constitutes the entire agreement and understanding of the parties with respect to its subject matter and supersedes all oral communications or prior writings (except as otherwise provided herein) with respect thereto.

***Governing Law.*** This Amendment shall be governed by and construed in accordance with the laws of the State of Oklahoma without reference to choice of law doctrine.

**IN WITNESS WHEREOF,** the parties hereto have caused this Amendment to be executed as of the date first above written and do each hereby warrant and represent that their respective signatory, whose signature appears below, has been and is on the date of this Amendment duly authorized by all necessary and appropriate corporate action to execute this Amendment.

BOSC, Inc.

By: 

By: 

Name: SCOTT B. GRAUER

Name: Rennie Davis Jr

Title: CEO

Title: Representative

**BOSC, INC.**  
**REPRESENTATIVE AGREEMENT**

This Agreement is made and entered into this 21<sup>st</sup> day of June, 2006  
by and between BOSC, Inc., an Oklahoma Corporation ("BOSC") and  
Melissa Jo Morgeson ("Representative").

In consideration of the mutual promises hereinafter made and other good and valuable consideration (the receipt and adequacy of which BOSC and Representative hereby acknowledge), BOSC and Representative agree as follows:

1. **BOSC'S OBLIGATIONS.** BOSC:

- A. Hereby appoints Representative as its agent to be located in a branch office of BANK OF OKLAHOMA, N.A. (hereinafter "FI") located at 5956 Sherry Lane, Ste 100 ("Branch Office") to solicit purchases of securities and investments offered through BOSC to depositors and customers of FI and to the general public.
- B. Shall exercise exclusive control over the Representative with respect to all aspects of securities transactions and related securities business through a Series 24 licensed principal of BOSC who shall serve as the Branch Manager ("Branch Manager") of the Office of Supervisory Jurisdiction through which all securities activities shall take place.
- C. BOSC shall employ Representative as a professional with compensation to be paid to Representative pursuant to separate agreement between BOSC and Representative and in accordance with the policies and procedures then in effect at BOSC.

2. **THE REPRESENTATIVE'S OBLIGATIONS.** The Representative:

- A. Shall provide to prospective purchasers a current prospectus or other offering materials when required by the federal and/or state securities laws, shall explain fully the terms of any security or investment offering for sale to a customer, shall make no untrue or misleading statements or representations, shall not omit any material information or facts pertaining to any aspect of the transaction or sale, and shall comply with all laws respecting offers and sales of securities and advising persons on such matters.
- B. Shall (i) conduct business in accordance with the rules and regulations of the Securities and Exchange Commission (SEC), the National Association of Securities Dealers (NASD), any state agencies regulating Representative's activities, (ii) conduct business in accordance with the policies and procedures of BOSC and the best customs and procedures of the securities industry, (iii) shall not conduct business or receive funds until fully licensed as required by all such laws, rules and regulations, and (iv) shall accept such supervision and control by his/her Branch Manager and officers of BOSC as BOSC determines is necessary or appropriate to fully and timely comply with



all such laws, regulations, rules, customs and procedures. Without limiting the generality of the foregoing, shall not, directly or indirectly, (i) engage in municipal securities business with an issuer to whom the Representative has made a political contribution within the previous two years (other than a contribution in an amount less than \$250 to an official of such issuer for whom the Representative is entitled to vote) or (ii) make a political contribution to any issuer to whom the Representative is engaging or seeking to engage in the municipal securities business.

- C. Shall (i) mail any correspondence, make any communication or cause any advertising to be made respecting investments or the investment business only after said correspondence, communication or advertising is approved in advance by BOSC and (ii) provide copies of all such correspondence, communication and advertising to BOSC in accordance with all applicable SEC, NASD and state agencies rules and regulations.
- D. Shall accept payments from customers by check or money order only payable to the underwriter, investment company or insurance company designated by BOSC.
- E. Shall indemnify BOSC and hold BOSC harmless from any and all loss, cost or liability (including legal, accounting and expert fees and expenses) which result from the Representative's negligence, violation, or other misconduct.
- F. Shall not act in any manner whatsoever as an agent for any individual or entity competitive in any respect with BOSC.
- G. Shall (i) represent to all customers and prospective customers, whenever he/she is soliciting purchases or interviewing customers or otherwise, that (a) he/she is acting as a Representative of BOSC and (b) all orders for securities will be placed through BOSC and (ii) conduct all business totally separate and distinct from all other business conducted at the FI.
- H. Shall conduct himself/herself and his/her affairs in a professional manner consistent with the building of a quality reputation for himself/herself and BOSC and in accordance with the best standards of the industry.
- I. Recognizes that (i) he/she shall accept direction for BOSC securities activities solely from BOSC in accordance with BOSC's policies and procedures, and (ii) will neither seek nor accept direction regarding the conduct of securities business from any individual or group who is not a duly authorized BOSC Branch Manager or BOSC officer.
- J. Shall not (i) directly solicit any established customer of BOSC for a period of one (1) year after the termination of this Agreement (for whatever reason, whether with or without cause) or (ii) solicit any employee of BOSC to accept employment with any entity for a period of one (1) year after termination of this Agreement (for whatever reason, whether with or without cause). This promise by Representative may be enforced by temporary, preliminary and



permanent injunctive relief without the necessity of establishing irreparable injury and without the posting of any bond, in addition to any other remedies the law may provide. Without limiting the generality of the provisions of this paragraph, the phrase "directly solicit any established customer of BOSC" includes (i) making or participating in any mail or e-mail communication to such customer which is not part of a mass mailing to a public of which established customers of BOSC are an insignificant part the purpose of which was not to communicate with established customers of BOSC and (ii) having or participating in any meeting with or making or participating in telephone call to such customer unless such customer was an established social friend of the Representative and the purpose of the telephone call was strictly social.

- K. Shall, immediately upon termination of this Agreement, deliver to BOSC all copies of all documents and electronic files concerning the business (including training, licensure, commission, and production information) of BOSC and/or FI and/or customers of BOSC and/or FI including all electronic files and documents (whether prepared by BOSC and/or FI or the Representative and whether prepared before or after the start of this Agreement) containing any information respecting the identities of the customers of BOSC and/or FI or their addresses or telephone numbers, or the nature or amounts of their investments, assets or liabilities, or their investment needs or strategies. Without limiting the generality of the provisions of this Paragraph, as used in this Paragraph the words "documents and electronic files concerning the business of BOSC" includes all documents identified in the BOSC Quarterly Certification, diaries, handwritten notes, address books, calendars, and other documents (written or electronic and whether or not Representative regards such documents as his/her personal documents) which contain any of the information described in the Paragraph whether prepared by Representative or BOSC.
- L. Shall completely perform all duties (including the duty of loyalty) owed by Representative to his prior employer until such time as such duties shall have terminated, return to his employer all copies and electronic files of his prior employer (of the kind described in the preceding paragraph relating to the business of his prior employer, and comply with all lawful agreements limiting the Representative's right to engage in the securities business.
- M. During Representative's employment under this Agreement, BOSC shall make available to Representative and Representative will become acquainted with various information relating to the BOSC's business operations, customers, products, marketing data, business plans, strategies, employees, contracts, financial records and accounts, projections and budgets, and similar information which are crucial to BOSC. Representative agrees that to the extent such information is not generally available to the public and gives BOSC an advantage over competitors who do not know of or use such information, such information and documents shall be deemed trade secrets of the BOSC. Representative further agrees that all such information and documents relating to the business of the BOSC, whether

they are prepared by Representative or coming into Representative's possession in any other way, are owned by the BOSC and shall remain the exclusive property of the BOSC. Representative shall not misuse, misappropriate or disclose such trade secrets of BOSC, directly or indirectly, or use them for Representative's own benefit, either during the term of this Agreement or at any time thereafter, except as may be necessary or appropriate in the course of Representative's employment with the BOSC, unless such action is either previously agreed to in writing by the BOSC or required by law.

3. **LIMITED OF AUTHORITY AND REPRESENTATIVE'S REPRESENTATION.**

- A. The Representative is a limited agent of BOSC only and has no authority to bind BOSC in any way except to communicate to customers materials supplied by BOSC and to accept transactions in securities offered through BOSC.
- B. The Representative hereby represents that he/she has delivered to BOSC true copies of all agreements by which Representative may be bound which purport to limit the ability of Representative to engage in the securities business.

4. **TERMINATION OF AGREEMENT.**

- A. The effective date of this Agreement shall be June 21, 2006. This Agreement shall automatically renew on the April 15 next following and on each April 15 thereafter for one year periods unless this Agreement is terminated as hereafter provided.
- B. This Agreement may be terminated by either party at any time, without cause, by but only by, giving thirty (30) days written notice to the other party.
- C. This Agreement shall automatically terminate (i) upon cancellation of Representative's coverage by his/her surety company or (ii) upon cancellation or non-renewal of any required license.
- D. This Agreement may be terminated by BOSC at any time without notice for a breach of this Agreement by the Representative.
- E. The death of the Representative shall automatically terminate this Agreement on the date of death.
- F. Upon termination, the Representative shall cease using the name BOSC, shall no longer hold himself/herself out as a Representative and shall return all materials bearing the BOSC name to BOSC and as otherwise provided herein

5. **MISCELLANEOUS PROVISIONS.** The following miscellaneous provisions shall apply to this Agreement:



- A. All notices or advices required or permitted to be given by or pursuant to this Agreement, shall be given in writing. All such notices and advices shall be (i) delivered personally, (ii) delivered by facsimile or delivered by U.S. Registered or Certified Mail, Return Receipt Requested mail, or (iii) delivered for overnight delivery by a nationally recognized overnight courier service. Such notices and advices shall be deemed to have been given (i) the first business day following the date of delivery if delivered personally or by facsimile, (ii) on the third business day following the date of mailing if mailed by U.S. Registered or Certified Mail, Return Receipt Requested, or (iii) on the date of receipt if delivered for overnight delivery by a nationally recognized overnight courier service. All such notices and advices and all other communications related to this Agreement shall be given as follows:

If to BOSC:

Scott Grauer  
BOSC, Inc.  
Williams Tower, Ninth Floor  
Tulsa, Oklahoma 74103  
918-595-3165 - Tel  
918-588-6510 - Fax

If to Representative:

Melissa Jo Morgeson  
5956 Sherry Ln. Ste 100  
Dallas, TX 75225  
214-346-3440 - Telephone  
214-346-3443 - Fax

or to such other address as the party may have furnished to the other parties in accordance herewith, except that notice of change of addresses shall be effective only upon receipt.

- B. This Agreement shall be deemed made and executed in Tulsa County, Oklahoma.
- C. This Agreement shall be subject to, and interpreted by and in accordance with, the laws (excluding conflict of law provisions) of the State of Oklahoma.
- D. This Agreement is the entire Agreement of the parties respecting the subject matter hereof. There are no other agreements, representations or warranties, whether oral or written, respecting the subject matter hereof.
- E. No course of prior dealings involving any of the parties hereto and no usage of trade shall be relevant or advisable to interpret, supplement, explain or vary any of the terms of this Agreement, as expressly provided herein.
- F. This Agreement, and all the provisions of this Agreement, shall be deemed drafted by all of the parties hereto. This Agreement shall not be interpreted

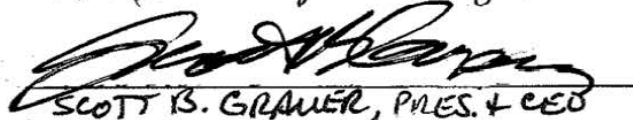


strictly for or against any party, but solely in accordance with the fair meaning of the provisions hereof to effectuate the purposes and interest of this Agreement.

- G. Each party hereto has entered into this Agreement based solely upon the agreements, representations and warranties expressly set forth herein and upon his own knowledge and investigation.
- H. Each of the persons signing below on behalf of a party hereto represents and warrants that he or she has full requisite power and authority to execute and deliver this Agreement on behalf of the party for whom he or she is signing and to bind such party to the terms and conditions of this Agreement.
- I. This Agreement may be executed in counterparts, each of which shall be deemed an original. This Agreement shall become effective only when all of the parties hereto shall have executed the original or counterpart hereof. This agreement may be executed and delivered by a facsimile transmission of a counterpart hereof.
- J. In any action brought by a party hereto to enforce the obligations of any other party hereto, the prevailing party shall be entitled to collect from the opposing parties to such action such party's reasonable attorneys fees and costs (including court costs, reasonable fees of accountants and experts, and other expenses incidental to the action).
- K. This Agreement shall be binding upon and shall inure to the benefit of the parties and their respective successors and assigns. This is not a third party beneficiary contract. No person or entity other than a party hereto shall have any rights under this Agreement. This Agreement may be amended or modified only in a writing which specifically references this Agreement.

BOSC, INC.

By



SCOTT B. GRAUER, PRES. & CEO



### JOB DESCRIPTION

FUNCTIONAL TITLE <b>CLIENT ADVISOR</b>	CODE: <b>80672</b>	GRADE: <b>ES3</b>	FLSA: <b>EXEMPT</b>	EFFECTIVE DATE: <b>DEC 2013</b>
REPORTS TO: <b>MARKET EXECUTIVE, THE PRIVATE BANK/MANAGING DIRECTOR, CLIENT ADVISORS</b>	DIVISION: <b>WEALTH MANAGEMENT</b>			
GROUP: <b>WEALTH MANAGEMENT</b>	DEPARTMENT: <b>THE PRIVATE BANK</b>			

<b>SUMMARY STATEMENT:</b>	General purpose for this job (what is done and why)
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The **Client Advisor** is primarily responsible for developing, maintaining, and expanding relationships with high net worth individuals and their associated entities in the firm through comprehensive needs assessment and response. Actively networks both inside and outside the firm for new client relationships, as well as maintaining and expanding current relationships through exceptional client service. Meets with existing and prospective clients to profile, assess financial service needs and propose solutions, often through the use of financial planning tools. Provides advisory services for investment portfolios; recommending appropriate investment strategies to achieve risk-adjusted client objectives. Provides performance reporting to client on periodic basis or as established by the client. Keeps current on economic and market trends, as well as compliance and regulatory issues.

<b>PRINCIPAL DUTIES AND RESPONSIBILITIES</b>	Majority of duties performed, but not meant to be all-inclusive nor prevent other duties from being assigned as necessary. Non-essential functions identified with an asterisk *
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1.	Develops, maintains, and expands client relationships, often times in conjunction with other advisors or specialists within the firm; identifies and targets external prospective clients; develops referral sources from within the bank and current client list.	20%
2.	Conducts client profiling process to determine goals, needs and investment objectives. Builds financial models and makes recommendations on complex managed accounts to fulfill client objectives. Designs and constructs client investment portfolios to maximize risk-adjusted returns, in accordance with the Company's defined asset allocation strategy. Utilizes the Company's approved investment list to execute investment strategies within client portfolios. Reports account and/or relationship performance to client on a periodic basis or as established by the client.	20%

**CLIENT ADVISOR**

3.	Ensures that all required client documentation is complete and transactions are processed correctly and timely, in accordance with regulatory standards and firm policies. Resolves client account and transaction issues; serves as contact person in order to provide information and resolve issues.	20%
4.	Maintains up-to-date familiarity with current securities markets and client needs while providing all necessary disclosures, such as those pertaining to investment risks, fees, and FDIC insurance.	20%
5.	Conducts business within the guidelines established by regulatory agencies and internal policies, including: attending sales meetings; completing firm-required training sessions and continuing education; maintaining appropriate securities licensing in good standing; complies with correspondence, marketing and sales activity rules; notifies supervisory principal immediately of any client complaint or regulatory inquiry.	20%

<b>KNOWLEDGE, SKILLS and ABILITIES:</b>	Minimum education, experience, technical and communication skill levels and licenses/certificates normally required to perform the duties of this position
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- Thorough knowledge of investment-related products and services
- Thorough knowledge of tax, estate and financial planning principles and concepts
- Excellent communication skills and ability to prepare and deliver persuasive oral presentations and written reports.
- Ability to assess specific customer needs, recommend appropriate investment strategies, offer products to meet those needs, and compel customer to act upon those recommendations
- Proficient PC skills including word processing and spreadsheet applications
- Sales aptitude/self-motivated/goal oriented

This level of knowledge is normally acquired through completion of a Bachelors Degree and 8-10 years in the securities industry **or** equivalent work related experience of 14-16 years.

**PREFERENCE:**

- Certified Financial Planner certification
- Chartered Financial Analyst designation

<b>WORKING CONDITIONS</b>	Typical working conditions associated with this type of work and environmental hazards, if any, that may be encountered in performing the duties of this position.
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Work is performed in climate controlled office environment, where exposure to conditions of extreme heat/cold, poor ventilation, fumes and gases is very limited. Noise level is moderate and includes sounds of normal office equipment (computers, telephones, etc.). No environmental hazards are encountered in normal performance of job duties. Work requires travel at least 50% of the time outside the normal bank office conditions to meet with clients. Work requires a flexible work schedule due to meetings with clients on their time schedule. Occasional overnight travel is also required; must have reliable transportation.

**CLIENT ADVISOR**

<b>PHYSICAL DEMANDS</b>	The physical effort generally associated with this position.
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Work involves standing and walking for brief period of time, but most duties are performed from seated position. Work may include occasional pushing, pulling, or carrying objects up to 20-pounds such as files, documents and computer print-outs. Work normally requires finger dexterity and eye-hand coordination to operate computer keyboard and 10-key. Work utilizes hearing and speech in order to converse clearly with clients.

<b>WORKING RELATIONSHIPS/CONTACTS</b>	Positions, other than supervisor and immediate co-workers, with which incumbent have frequent contact and the reason for contact.
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**Internal** – Frequent contacts with Trust Administrators, Commercial Lenders and Branch employees; regular contact with Senior Bank management on referrals

**External** – Frequent contact with clients and prospective clients; attorneys, accountants and centers of influence in order to gain financial and estate planning information

**Supervision of others** – Shared supervision of administrative support assistant

<b>FINANCIAL ACCOUNTABILITY/RISK</b>	Budget/asset amount managed, revenues/profits produced, and/or other financial resources incumbent is accountable for. Also indicates judgment/decision-making level.
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This position is the primary source of generating new fee income for department; catalyst for cross-selling of banking and trust products; provides source of new clients for all bank services.

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**JOB DESCRIPTION**

<b>FUNCTIONAL TITLE</b> <b>SENIOR SECURITIES SALES/SERVICE SPECIALIST</b>	<b>CODE:</b> <b>80332</b>	<b>GRADE:</b> <b>14</b>	<b>FLSA:</b> <b>Non- Exempt</b>	<b>EFFECTIVE</b> <b>NOV 2014</b>
<b>REPORTS TO:</b> <b>SALES MANAGER</b>	<b>DIVISION:</b> <b>CAPITAL MARKETS</b>			
<b>GROUP:</b> <b>SECURITIES SALES</b>	<b>DEPARTMENT:</b> <b>BOKFS</b>			
<b>SUMMARY STATEMENT:</b>		General purpose for this job (what is done and why).		

The **Senior Securities Sales/Service Specialist** is primarily responsible for the direct supervision of both exempt and non-exempt personnel that are primarily responsible for the sales and support of investment products when primary sales person is unavailable. Also, provides support and service to customers; provides quotes on investment securities; responds to inquiries regarding securities transactions; resolves problems with applicable investment and deposit accounts; provides sales tracking, account assignment research, and sales performance measurements.

<b>PRINCIPAL DUTIES AND RESPONSIBILITIES</b>		Majority of duties performed, but not meant to be all-inclusive nor prevent other duties from being assigned as necessary. Non-essential functions identified with an asterisk "**
1.	Performs supervisory functions of hiring, training, and performance evaluations; coordinates job rotation program to ensure that staff is fully interchangeable at all critical positions due to the significant financial sensitivity of the areas; oversees internal and external training programs. Provides assistance with special projects and other duties assigned by Sales Manager. Assists customers with inquiries and problem resolution by performing research on various systems (including but not limited to PROFITS, Pershing, NetXPro, Fi-Serve, as well as vendors' online systems) regarding safekeeping billing, investment and deposit accounts. Forwards unresolved account problems to appropriate person; ensures the customer's primary salesperson is aware of the actions taken and/or needed by maintaining close communication; maintains familiarity with the customer base of each salesperson in order to provide high quality customer service and to ensure optimum marketing potential; answers customer's inquiries regarding investment products.	25%
2.	Uses appropriate information delivery systems (Knight-Ridder, Bloomberg, Pershing, DLJ, Morningstar, and others) to provide price quotes, comparisons, and execution of securities transactions when the primary sales person is unavailable; communicates with trading desk to obtain quotes for customer; processes and inputs sales tickets utilizing appropriate systems (including but not limited to Profits, Pershing, NetXPro, FiServ, etc.). Applies information in relation to (auctions, announcements, etc.) and in the prediction of market movement (fixed income and equity).	25%
3.	Supervises and trains sales support staff to accomplish departmental duties and responsibilities as defined herein.	20%
4.	Utilizes various systems to assist the sales manager with sales tracking, sales performance measurements, account assignment and activity research, and the tracking of customer contacts with other areas of the bank.	15%
5.	Utilizes Fi-Serve system; looks up balances, daily entries, etc; makes transfers between customer accounts and takes information for customer wires, and general sales	5%

**SENIOR, SECURITIES SALES AND SUPPORT SPECIALIST****Page 2**

	information, etc. Performs or assures appropriate cross-checking and audit of transactions.	
6.	Prepares customer presentations, which informs customers of current security market trends and issues and appropriate investment strategies.; utilizes data bases and creates work sheets; assists in the assembly of presentation packets	5%
7.	Works within Firm to stay apprised of current projects, underwriting, upcoming products and current availability's within BOKFS; provides support to the sales force in the distribution of products.	5%

<b>KNOWLEDGE, SKILLS and ABILITIES:</b>	Minimum education, experience, technical, communication skill levels, and licenses/certificates normally required to perform the duties of this position.
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- Thorough understanding and knowledge of investment products and services provided by BOKFS, Inc. and BOK Financial Corp.
- Thorough knowledge of bonds and securities and their related tax implications
- Working knowledge and understanding of BOKF's commercial products and services
- Excellent PC skills including appropriate systems usage (including but not limited to Systeme, FiServe, CRISP, PROFITS, Pershing, NetXPro, Knight-Ridder, Bloomberg, Morningstar)
- Excellent interpersonal, verbal, and written communication skills
- Excellent customer relations and sales skills
- Excellent organization skills; ability to handle multiple tasks simultaneously in a competent and professional manner
- Series 6- Assistant Representative Order Processing Qualification Examination

This level of knowledge is normally acquired through the completion of a Bachelor's Degree and 2-3 years experience investment sales/operations or 8-9 years equivalent work related experience.

<b>WORKING CONDITIONS</b>	Typical working conditions and environmental hazards, if any, associated with this type of work that may be encountered in performing the duties of this position.
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Work is normally performed in a climate-controlled environment, where exposure to conditions of extreme heat/cold, poor ventilation, fumes, and gases is very limited. Noise level is moderate and includes sounds of a normal office environment. No environmental hazards are encountered in performance of normal job duties.

<b>PHYSICAL DEMANDS</b>	The physical effort generally associated with this position.
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Work normally requires finger dexterity and eye-hand coordination to operate computer keyboard at moderate skill level. Work may require occasional pushing, pulling, or carrying 20-pound objects such as files, documents, and computer printouts. Noise level is moderate and includes sounds of normal office equipment. Work involves sitting most of the time, but may involve standing and walking for brief periods of time.



**SENIOR, SECURITIES SALES AND SUPPORT SPECIALIST**

Page 3

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<b>WORKING RELATIONSHIPS/CONTACTS</b>	Positions, other than supervisor and immediate co-workers, with which incumbent has frequent contact and the reason for contact.
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**Internal** – Extensive contact with Investment Operations in OKC.

**External** - Frequent institutional customer contact with correspondent banks, corporations, and government entities. Contact can be with President, CFO, owners, etc.

**Supervision of Others** – Direct supervision of up to five exempt and/or nonexempt employees

<b>FINANCIAL ACCOUNTABILITY</b>	Budget/asset amount managed, revenues/profits produced, and/or other financial resources incumbent is accountable for. Also indicates judgment/decision-making level.
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This position does not have direct departmental budget responsibility; however, it does provide assistance to the Sales Manager in the planning process. The clients most directly affected by this job's activities and decisions are those with extensive and profitable relationships with BOK and BOKFS, Inc. Institutional Investment. This position is responsible for multiple deadlines and extremely time sensitive.

Incumbent directly supports Little Rock Sales Force, which generates over \$14 million in revenue.



Policy ID #:X2601.03

# Standards of Conduct

This policy is applicable to BOK Financial Corporation, BOKF, NA and its divisions, affiliates and subsidiaries

## DOCUMENT CONTROL

<b>Managed by:</b> Tally Ferguson	<b>Responsible position:</b> Director, Enterprise Risk Management
<b>Contact person:</b> Seth Feldman	<b>Approved by:</b> Audit Committee of the Board of Directors
<b>Contact position:</b> Manager, Corporate Risk Governance	<b>Date approved:</b> January 31, 2017
<b>Contact number:</b> 918.660.2959	<b>Next review date:</b> Annually

Standards of Conduct

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#### Standards of Conduct

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Services provided by Bank of Albuquerque, Bank of Arizona, Bank of Arkansas, Bank of Kansas City, Bank of Oklahoma, Bank of Texas and Colorado State Bank and Trust, divisions of BOKF, NA and BOSC, Inc. subsidiaries of BOK Financial Corporation. Any printed versions of this document should be used for immediate reference only. Please refer to the latest electronically approved version. This document is for internal use only and is not to be distributed outside the bank.

**Confidential**

**Exhibit 012-000003**

**REVISION RECORD**

<b>Revision description</b>	<b>Approved by</b>	<b>Date</b>
Revision for 2015 all employee attestation	Board Audit Committee	February 2015
Revision for 2016 – incorporate section of Code of Ethics and simplify language	Board Audit Committee	February 2016
No Substantive changes	Board Audit Committee	January 2017

**Standards of Conduct**

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Services provided by Bank of Albuquerque, Bank of Arizona, Bank of Arkansas, Bank of Kansas City, Bank of Oklahoma, Bank of Texas and Colorado State Bank and Trust, divisions of BOKF, NA and BOSC, Inc. subsidiaries of BOK Financial Corporation. Any printed versions of this document should be used for immediate reference only. Please refer to the latest electronically approved version. This document is for internal use only and is not to be distributed outside the bank.

**Confidential****Exhibit 012-000004**

## I. POLICY STATEMENT

The following Standards of Conduct apply to all officers and employees (collectively, "employees") of BOK Financial Corporation and its affiliates (collectively, "BOKF" or "Company").

As part of fulfilling the requirements of this Standards of Conduct, all employees are also required to comply with these Standards of Conduct, all policies and procedures of the Company, and all laws and regulations applicable to the Company's business activities or applicable to the employee individually.

## II. STATEMENT OF PURPOSE

BOKF depends upon the collective and individual performance of its employees. Employees have a responsibility to exercise sound, ethical judgment in all business and related personal activities and should follow these standards of conduct to prevent any actual, apparent, or potential conflict of interest, and guard against harm to BOKF. Employees must avoid activities that may be in conflict with BOKF's best interest.

Failure to abide by these Standards of Conduct constitutes a violation of employee duties, reflects a lack of responsibility, and may result in disciplinary action including immediate termination of employment.

## III. ETHICAL DECISION MAKING

At BOKF, it is essential that employees engage in ethical decision-making. No employee should take unfair advantage of persons regarding BOKF business through manipulation, concealment, abuse of privileged information, misrepresentation of material facts or unfair dealing.

It may be useful for employees to consider the following questions.

- Do I feel uncomfortable an action I am contemplating?
- Is this action consistent with BOKF Policy?
- Is this action consistent with BOKF Standards of Conduct?
- Is this action legal?
- Does this action circumvent a BOKF policy and/or control?

Questions regarding ethical decision making should be directed through one or more of the following contacts based upon the covered person's level of comfort.

- Discuss the concern or suspected violation with a manager in the same business line;
- Contact the [Employee Resource Center](#) in Human Resources at (855) 269-2653 (855-2MY-BOKF) or [EmployeeResourceCenter@bokf.com](mailto:EmployeeResourceCenter@bokf.com);
- Contact BOK Financial Risk Reporting Hotline to submit a report either anonymously or identifying the reporter, at the reporter's election, by telephone at (844-297-5946) or electronic submission at [BOKF Risk Reporting Hotline](#); or

Standards of Conduct



- Contact the SEC Office of the Whistleblower at (202) 551-4790 for securities law violations.

#### IV. INTEGRITY

Employees should meet high standards of honesty in all dealings, not just because it is good business, but because it is right. This applies in communications, both as a Company and in employee relationships with each other. See also, [BOKF's Social Media Policy](#).

The Company will provide a working environment in which adherence to these high standards is clearly expected of all employees, and integrity is never compromised by pressures for immediate success.

#### V. REPORTING

Every employee is obligated to promptly report, in good faith, any illegal or unethical work practice or activity including, but not limited to questionable or improper accounting or auditing matters, violation(s) of the Standards of Conduct or applicable laws, rules and regulations, insider trading, fraud, activities outside our risk appetite statement, inappropriate treatment by a supervisor or other employee or any other questionable activity. The [Corporate Whistleblower Policy](#) contains specific responsibilities and duties under this policy.

**Reporting Methods:** Methods for reporting suspected illegal or unethical activities or practices, or a suspected Standards and/or policy violation are as set out below. The reporting method should be chosen based upon the covered person's level of comfort.

- Discuss the concern or suspected violation with a manager in the same business line;
- Contact the [Employee Resource Center](#) in Human Resources at (855) 269-2653 (855-2MY-BOKF) or [EmployeeResourceCenter@bokf.com](mailto:EmployeeResourceCenter@bokf.com);
- Contact BOK Financial Risk Reporting Hotline to submit a report either anonymously or identifying the reporter, at the reporter's election, by telephone at (844-297-5946) or electronic submission at [BOKF Risk Reporting Hotline](#); or
- Contact the SEC Office of the Whistleblower at (202) 551-4790 for securities law violations.

#### Suspicious Activities

Suspicious Activities should be reported to Financial Crimes by way of the [Suspicious Activity Notification Form](#). In conjunction with Financial Crimes, the Chief Auditor or Chief Risk Officer (CRO) will determine whether a suspicious activity report is required and will ensure that contemporaneous documentation is maintained.

#### Standards of Conduct

## VI. PROTECTION OF COMPANY ASSETS

Employees should protect the Company's assets and ensure their efficient use. Theft, carelessness and waste have a direct impact on BOKF's profitability. Company assets should be used for legitimate business purposes.

## VII. CONFIDENTIAL AND INSIDE INFORMATION

Proper management of confidential information is important to the Company, its employees, its vendors, and its customers.

Loyalty to the Company includes a commitment not to use or give to others trade secrets or confidential information belonging to BOKF or belonging to others with whom we do business unless it is to report unethical or illegal practices or concerns according to the guidelines established in the BOKF Whistleblower policy or the SEC Whistleblower program, or to respond to a regulatory request. Employees should refrain from discussing confidential information in public places or leaving confidential information visible on their computer monitors especially when using a company laptop in a public place.

### A. SEC WHISTLEBLOWER PROGRAM

Nothing in this Policy is intended to, or shall, in any way limit the right of a person subject to this policy to disclose any information to the SEC pursuant to Section 21 F of the Securities Exchange Act of 1934, as amended, or the rules of the SEC adopted pursuant to Section 21 F (the "SEC Whistleblower Program"). See *also*, Section V, Reporting.

### B. CUSTOMERS, CONSUMERS, AND SUPPLIERS

Confidential, proprietary, or privileged information regarding customers, consumers, suppliers, and employees, is used solely for BOKF purposes. Such information shall not be communicated to any person outside of BOKF (other than the for BOKF business in accordance with BOKF policy and procedures) with the exception of communications described in Section VII.A. Confidential information should remain on BOKF secure systems and premises and should not be delivered to an employee's personal address, email, or electronic/digital media.

### C. INSIDER TRADING

Any 'material' undisclosed information about BOKF or its customers is called "inside information." Inside information can be financial, product, services, personnel, or other information. A major factor in determining whether information is material is the impact that information could have on BOKF's financial condition or stock price. Employees may not trade based on inside information and may not share insider information.

Trading securities based on inside information is a violation of US securities laws. If an employee provides a "tip" to someone who then buys or sells securities, both persons can be subject to insider trading. If an employee engages in insider trading the employee could lose the employee's job and be subject to civil and criminal penalties.

## Standards of Conduct

The following are examples of potential non-public and material information:

- Financial forecasts
- Changes in sales, market share or production
- Earnings, dividend, or stock splits
- Proposed mergers, acquisitions, or divestitures
- Marketing plans
- Strategic plans
- New product information
- Changes in top management

BOKF's Office of General Counsel maintains procedures to control the use of inside information for all directors and executive management with respect to BOKF stock. If any Employee has any question concerning whether that employee is in possession of inside information, and thus is prohibited from trading the employee should contact the BOKF Office of General Counsel. If an employee has a question and/or a concern that Insider Trading may have occurred, may be occurring, or might occur, then one of the reporting methods in Section V should be utilized.

#### D. INSIDE INFORMATION RELATING TO BOK FINANCIAL CORPORATION AND SUBSIDIARIES

Financial or inside other information regarding BOKF, unless it has been published in reports to shareholders or made available to the public, shall not be communicated to any person outside of BOKF unless in compliance with laws and regulations, including, but not limited to communications made pursuant to the SEC Whistleblower program. Questions or concerns regarding the intentional or unintentional disclosure of non-public information should be made using one of the Reporting Methods in Section V.

Upon notice, the Chief Auditor and Chief Risk Officer (CRO) are responsible for reporting the matter to the Office of the General Counsel.

#### E. SYSTEMS AND DATA SECURITY

Systems used to store, record, process and access information are BOKF assets. The loss, destruction, or unauthorized disclosure of information, or of components of information, can cause irreparable damage to BOKF and its customers. Use of BOKF provided internet, intranet, email, and digital media is limited to employees and authorized individuals for business purposes and is subject to monitoring by the Company.

BOKF employees must protect sensitive customer information at all times and in accordance with the [Information Security Program Policy](#) (ISPP) and departmental policies. Specifically, employees are reminded that use of personal email accounts, social media, instant messaging services or other forms of electronic communications to conduct business outside BOKF data security controls is prohibited.

It is the employee and the supervisor's responsibility to ensure that no employee, or non-employee, has access to systems not necessary for the employee's current job function.

#### Standards of Conduct

It is the responsibility of the immediate supervisor to see that confidential material and means of access to such material is obtained from any employee who should terminate his or her employment from BOKF.

#### Questions & Answers:

**Q:** My friend who works for a company that doesn't compete with our company asked for the names of my business contacts. Am I allowed to give him this information?

**A:** *No. BOKF employee, vendor, and/or client information is confidential and personal data. Employees may not share confidential data with anyone except as required or with the permission of the client. If an employee believes that the client could benefit from the services of a friend's company, after consulting with a supervisor and receiving permission, an employee might mention the services to the client and let the client make the contact.*

**Q:** When I work from home, I bring customer information with me and use my personal email address to send electronic files to my home computer. Am I allowed to do this?

**A:** *No. All work done off BOKF premises should be performed on a Company laptop or through a company approved VPN or other secured and authorized solution, and must follow BOKF security measures.*

#### F. PHYSICAL INFORMATION SECURITY, PASSWORDS, AND RECORD RETENTION

Employees should make certain sensitive records in their possession (paper files, computers, disks, flash drives, etc.) are physically secured. Passwords and access codes, including security badges, are the personal responsibility of each employee and must be protected and may not be shared. Records must be retained in accordance with applicable laws, regulations, and Company policy. This includes both paper and electronic files. Computer and other electronic files should be disposed of in accordance with the ISPP and Company policies. See also, VII A.

#### G. CONFIDENTIAL PROPERTY

Employees are responsible for confidential materials or information of BOKF, such as:

- Policies and procedures manuals
- Account information
- Technical knowledge
- Marketing material
- Information technology
- Information that could supply BOKF's competitors with a "competitive advantage"
- Information kept on a confidential basis, e.g. committee material and minutes
- Information not given or otherwise communicated to any other institution for their use

Nothing in this policy shall interfere with a person's right to disclose information pursuant to the SEC Whistleblower Program.

#### Standards of Conduct

#### H. ACCOUNTING AND REPORTING PRACTICES

All transactions must be fully and accurately recorded in BOKF's books and records according to generally accepted accounting principles. False or misleading entries and unrecorded assets or liabilities are strictly prohibited. Such items violate BOKF policy and the law.

Employees are not allowed to perform account maintenance or process transactions on their own accounts or accounts on which they are an authorized signer.

Employees must follow the time reporting and Business Expense Policies. Employees and approvers of time and expense reports are personally accountable for the accuracy of such reports.

Employees who have concerns about any accounting or internal control irregularities should report their concerns in accordance with the [Corporate Whistleblower Policy](#) (see Section VII A). By Company policy and Federal law, there can be no retaliation or negative influence resulting from an Employee's reporting of such matters.

#### Questions & Answers:

**Q:** I asked my supervisor to input my time on my timesheet as 9:00 AM. I actually did not arrive until 9:15 AM. Is this considered a reporting error?

**A:** Yes. *Providing false information to your supervisor regarding BOKF records is unacceptable and is a violation of the Standards of Conduct. Falsifying BOKF records is a terminable offense.*

### VIII. EXTENSIONS OF CREDIT TO AND OBLIGATIONS OF EMPLOYEES AND OFFICERS

#### A. EXTENSIONS OF CREDIT TO EMPLOYEES

Extensions of credit to employees shall only be made with proper approvals in accordance with BOKF's [Employee Loan Policy](#). They shall conform to normal credit and lending standards of BOKF employees.

#### B. BORROWING FROM CUSTOMERS

Employees may not borrow from BOKF's customers or suppliers, except those engaged in lending in the normal course of business. This does not apply to family members. Borrowings from other lending institutions must be free of any reciprocity.

#### Standards of Conduct

**C. FINANCIAL CONDITION**

It is the responsibility of every employee of BOKF to manage his or her financial affairs and condition in a prudent and circumspect manner. Certain employees such as registered broker dealers and registered investment advisors and the like, may have heightened reporting duties with respect to the employees' personal financial matters and must consult and comply with applicable policies, laws and regulations, and licensing programs.

**D. PROHIBITED USE OF BOKF PROPERTY**

BOKF funds, property, services, supplies, facilities, or other things of value must not be used directly or indirectly by any employee of BOKF to compensate any other bank, person, or entity for services, property, or loans made directly or indirectly to the employee, or for the benefit of the employee's family.

**IX. ACTIVITIES AND CONFLICTS OF INTEREST AFFECTING THE CORPORATION****A. DEFINITION AND GENERAL RULE**

Business decisions should be made free from any conflict of interest and decisions should be impartial in appearance and practice. An actual or potential conflict of interest can arise when an employee, or member of his or her family, has a related direct or indirect interest in an entity dealing with BOKF (i.e. bank customer, applicant, vendor, or supplier). BOKF and its employees must avoid any activity that has the appearance of a conflict of interest. If at any time an employee is in a situation that could be interpreted as a conflict or potential conflict, the employee must disclose the potential conflict through one of the Reporting Methods in Section V.

**Questions & Answers:**

**Q:** My sister is part owner of a company that has provided services to BOKF for a long time. I was just hired at BOKF and I now have authority to contract with my sister's company. Is this a potential conflict of interest?

**A:** *Yes. An appearance of a conflict exists because the employee is part of the decision making process for the selection of this vendor. The issue could be resolved if an impartial decision maker, such as your supervisor, makes the decision instead of you. It is important to report the potential conflict by way of one of the reporting methods in Section V.*

**Q:** I am considering applying for a part-time teller position at a local community bank during my off hours. Is this a potential conflict of interest?

**A:** *Yes. Working for a competitor bank is a conflict of interest.*

**Standards of Conduct**



## B. EMPLOYMENT OF RELATIVES

BOKF allows the employment of people with close relationships to other employees, only if such employment does not create actual or potential conflicts of interest. See, [Hiring of Relatives Policy](#).

Certain conditions must be met to avoid potential conflicts:

- Relatives may not work under the supervision of, in the same department as, or in a position of responsibility for reviewing the procedures of another relative; and
- Before a relative is hired, the hiring decision must pass through an exception review and get approval from the Chief Auditor, Human Resources and all Division Managers involved. If employees become relatives after their hire date, the new relationship must be reported as a potential conflict and the appropriate review and disposition process described in Section X.C. below must be completed.

**Reporting:** Potential employment of a relative must be reported to the Employee Resource Center for review and disposition processing.

**Q:** I have a position in my department and have identified who I would like to hire. The individual's father works in a different department but at times he might fill in for me when I'm out of the office. Would it be okay to hire the daughter?

**A:** *No. Although the related individuals would be in different departments and performing different work, because one could at times supervise the other would be a conflict of interest and a violation of our HR [Hiring of Relatives Policy](#).*

## C. BUSINESS ACTIVITIES

No employee shall have personal business, investment activity, or interest that will:

- Encroach on the time or attention which should be devoted to duties in connection with employment by BOKF;
- Adversely affect the quality of work performed;
- Compete directly, indirectly, or create the appearance of competing with BOKF;
- Involve use of BOKF's personnel, equipment, supplies or facilities;
- Take for an employee opportunities that are discovered through the use of Company property, information or position;
- Use Company property, information or position for personal gain;
- Imply sponsorship or support by BOKF, employment, activity or organization; or
- Adversely affect, directly or indirectly, the good name of BOKF.

## D. COMMUNITY ENGAGEMENT

Subject to [BOKF's Corporate Community and Employee Engagement Policy](#), BOKF encourages employee participation in recognized charitable, civic, and community affairs.

### Standards of Conduct

Before an employee agrees to serve with an organization the employee should either discuss the intent with their leadership team first and the market's community relations department in order to understand funding and work attendance expectations or plan on self placement activities occurring outside of work hours.

The Company tracks formal community engagement activities voluntarily reported by employees in order to enhance strategic community engagement and to understand possible relationships. Employees may voluntarily update their charitable or civic activities on the Community Service Activity Form located on [BankNet/Human Resources/Community Service Activity Form](#).

#### E. POLITICAL ACTIVITIES

BOKF believes that it is important for every citizen to take an interest in the political process. Employees participating in political activities must do so on the employee's own time and not as a representative of BOKF.

Any employee desiring to run for an elected political office or to accept an appointment to a federal, state or local government office, must secure the written approval of BOKF's Chief Executive Officer (CEO) or his designate prior to his or her becoming a candidate or accepting an appointment.

It is prohibited to directly or indirectly use BOKF for political activities:

- Funds
- Property
- Services
- Supplies
- Facilities
- Working time

No loan shall be made to any party, organization, candidate or official without the prior review and written approval of BOKF's CEO or his designate.

When acting in an official capacity of BOKF, employees must report all "things of value" that are given to elected officers, state officers, or state employees (or his/her immediate family) to Joyce Thedford, Oklahoma City. Employees cannot spend more than \$20 per meal and no more than \$50 annually. Only our lobbyist can give "things of value" which, taken together, are valued at no more than \$500 annually to any elected officer, state officer, or state employee (or his/her immediate family).

Employees are prohibited from providing anything of value (i.e., meals, tickets) while soliciting business on behalf of BOKF with any state agency or department. Please review the information on the [BOKF Political Action Committee \(PAC\)](#) site for specific restrictions on political activities for BOK Financial Corporation, its affiliates, their employees, and the BOKF PAC. Be advised that certain BOK Financial subsidiaries and divisions have additional restrictions, so please review those policies and procedures applicable to your department, division, or subsidiary for additional

#### Standards of Conduct

information.

### Questions & Answers:

**Q:** I wrote a personal check to a congressman's campaign committee and included the amount in my expense report. Will the Company reimburse me?

**A:** *No. BOKF policy requires that all campaign contributions be planned and budgeted and we have several specific legal and management approvals prior to contributing.*

**Q:** My co-worker used Company e-mail to solicit support for his father, who is running for state senator. Is this ok?

**A:** *No. Employees may not use company resources for political purposes.*

## F. GIFTS

### General Rule

As a general rule, Employees should not accept gifts or favors from a person or entity conducting or seeking to do business with BOKF including, but not limited to, customers, vendors, job candidates, and/or employees. It is appropriate to tell the customer or vendor, "BOKF does not allow Employees to accept gifts." If there is not an opportunity to refuse, or if it could reasonably be perceived as rude or awkward to refuse, follow the reporting procedure below.

### Monetary Gifts Prohibited

Cash gifts or cash equivalents of any amount (monetary gifts) are never permissible.

### Gifts Valued \$100 and Over

Presentation of a gift valued at \$100 or over must be reported for disposition as set out below.

### Exceptions

The following exceptions may apply:

**Nominal Gifts:** Nominal gifts of appreciation are generally permissible if the value of a non-monetary gift is less than \$100.

**Family Gifts:** Gifts from family, independent of any business of BOKF are generally permissible.

**Gifts Available to the Public** If the benefit is available to the public under the same conditions

### Reporting

Questions regarding Gifts should be referred to the ERC. The ERC will follow the review process as outlined in Section X. Attempted monetary gifts and/or any gift valued at \$100 or more received from any person or entity doing business or seeking to do business with BOKF, other

## Standards of Conduct

than family members, must be disclosed to by way of one of the reporting methods in Section V and ERC in writing within five business days of being presented with the gift.

#### Questions & Answers:

**Q:** On a recent business trip, I met with one of our vendors for dinner to discuss possible enhancements to the services they provide. The vendor representative insisted on paying for dinner and grabbed the check before I could. My meal cost a little over \$25. Was this okay?

**A:** *Yes. Although you were right to try to turn down anything that is a gift from someone who conducts business with us, the situation would be acceptable for several reasons. First, the value of the gift was under \$100. Second, it could have been awkward to insist on picking up your expenses after the vendor representative had already grabbed the check. Finally, because this was a meal while on a business trip, it could have been paid for by BOKF as a reasonable business expense.*

**Q:** One of our clients recently offered to buy a case of wine for me as a thank you for the work I've done on his account. He knows my wife and I appreciate wine. This is a wonderful gift valued at about \$750. Is it okay for me to tell him to go ahead and buy the wine for us?

**A:** *No. BOKF does not allow employees to accept gifts and the employee should politely turn down this gift. It is inappropriate for employee to accept gifts for work performed for clients especially when the gift is valued over \$100.*

#### G. SOCIAL MEDIA

The Company uses social media to inform and educate consumers about financial topics, to support local communities and to build the Company's brands.

Only authorized representatives of the Corporate Marketing Department may create Company social media accounts or websites. Only the Corporate Marketing Department and authorized Express Bank personnel may officially engage in social media on behalf of BOKF. The [Social Media Policy](#) contains specific responsibilities and duties under this policy.

#### H. OUTSIDE EMPLOYMENT

Outside employment could result in a potential conflict of interest in violation of this Standards of Conduct. All outside employment must be reported by the employee to the ERC. If the ERC determines that a conflict of interest could arise, the employee may seek an exception to in accordance with Section X.B. below. t.

#### Standards of Conduct

## **X. INTERPRETATIONS AND DISPOSITION**

### **A. INTERPRETATIONS OF STANDARDS OF CONDUCT**

Questions regarding the applicability of Standards of Conduct or acceptability of an action or activity:

- Employees should contact one of the Reporting Methods in Section V with questions or for a determination of the acceptability of a specific action or activity.
- The ERC may work with Line of Business (LOB) leaders, Senior HR Business Partners, the Chief Auditor, and other relevant parties to answer the inquiry or make a determination.
- The ERC will escalate complex questions and/or interpretations to executive management the Office of General Counsel, or outside advisors as applicable.
- The Chief Auditor will be notified prior to any employee communication and provided access to employee questions and potential responses regarding the Standards of Conduct.
- Thereafter, the ERC will communicate a response in writing to the employee and to the supervisor, if appropriate.

### **B. STANDARDS OF CONDUCT EXCEPTIONS OR VIOLATIONS DISPOSITION**

Decisions regarding exceptions to the Standards of Conduct, including self-reported exceptions, and reported violations, require transparency.

Each employee must report in writing (email is acceptable) Standards of Conduct exceptions or violations by way of one of the reporting methods in Section V. See also, [Corporate Whistleblower Policy](#).

#### **Disposition for General Employees**

The person receiving notice of a Standard of Conduct exception request and/or notice of a potential violation shall notify the Employee Resource Center and/or Employee Relations. Senior Human Resources Partners, the ELT member for the line of business, and the Chief Auditor may be a resource used in determining exceptions and/or violations and may be consulted by Employee Relations as appropriate. Employee Relations may escalate the determination to the Chief Auditor and/or the Office of General Counsel where appropriate.

#### **Disposition for Human Resources Employees**

In the event the employee requesting an exception approval or reporting a violation ultimately reports to the Chief Human Resources Officer, the disposition will be handled as detailed above, but will require additional review and approval processing by the Chief Risk Officer.

#### **Notice to and Review by Chief Auditor**

The Chief Auditor will be notified prior to the disposition being communicated to the employee and provided access to review decisions involving exceptions or violations. The Chief Auditor will

Standards of Conduct

report exceptions to the Standards of Conduct to the Audit Committee of the Board of Directors at least quarterly.

The Board of Directors shall be responsible for dispositions of exceptions for and/or violations of the CEO.

The CEO shall be responsible for the disposition of exceptions for and/or potential violations by Executive Leadership Team (ELT) members.

## **XI. ANNUAL CERTIFICATION AND ATTESTATION**

### **A. ANNUAL CERTIFICATIONS**

As a condition of employment, Employees shall annually certify that each has (i) reviewed the Standards of Conduct, (ii) is in compliance with the Standards of Conduct, and (iii) will comply with the Standards of Conduct.

### **B. ATTESTATION**

Please attest to the following certification. Employees not responding by attestation will be reported as Exceptions in accordance with Article X.C.

Employee Certification:

1. This is to certify that (i) I have read BOKF's Standards of Conduct; (ii) I am in compliance with BOKF's Standards of Conduct and/or have reported any exception thereto as required; and (iii) I agree to abide by and be in compliance with the Standards of Conduct.
2. This is also to certify that I fully understand that I am responsible for following applicable Company policies.
3. This is to certify that I understand the conflict of interest provisions of the Standards of Conduct and that I have resolved any potential conflicts in accordance with the established Procedures.

Standards of Conduct



First Name	Last Name	User Name	Branch Name	Branch Code	Lesson Name	Lesson ID	Due Date	Completion Date	Score	Historical	Due Date	Assignment Method	Employee Number
Vickie	Wise	vwise@bokf.com		9172	9172 BOKF Standards of Conduct 2017	BOKF061	N/A	4/14/2017	100		4/28/2017	Historical	5021
Ronnie	Davis	skip.davis@bokf.com		9172	9172 BOKF Standards of Conduct 2017	BOKF061	N/A	4/3/2017	100		4/28/2017	Historical	8913
Melissa	Del-Cid	mdelcid@bokf.com		9172	9172 BOKF Standards of Conduct 2017	BOKF061	N/A	4/10/2017	100		4/28/2017	Historical	5121
Barbara	Gibbons	bgibbons@bokf.com		9172	9172 BOKF Standards of Conduct 2017	BOKF061	N/A	4/12/2017	100		4/28/2017	Historical	7974

Email	Title	User Status	Hire Date	Group Codes	Region Name	Executive Name	Supervisor Name	Supervisor Email	User Comments	State
vwise@bokf.com	Client Advisor	Inactive	9/22/1998	N/A	No Region	No Executive	Patrick Staudt	pstaudt@bokf.com		OK
skip.davis@bokf.com	Client Advisor	Inactive	4/2/2012	N/A	No Region	No Executive	Patrick Staudt	pstaudt@bokf.com		OK
mdelcid@bokf.com	Sr Securities Sales/Service Specialist	Inactive	6/21/2006	N/A	No Region	No Executive	Lisa Shannon	lshannon@bokf.com		OK
bgibbons@bokf.com	Sr Securities Sales/Service Specialist	Inactive	5/16/2011	N/A	No Region	No Executive	Lisa Shannon	lshannon@bokf.com		OK

Transfer Date	Termination Date	Custom 1	Custom 2	Custom 3	Custom 4	Custom 5	Custom 6	Custom 7	Custom 8	Custom 9	Custom 10
N/A	N/A		DL	WEALTH MANAGEMENT DIVISIO	Sherry Lane 7th Flr	Patrick Staudt	William Goodwin	Gregory Wheeler	80672	N/A	N/A
N/A	N/A		DL	WEALTH MANAGEMENT DIVISIO	Sherry Lane 7th Flr	Patrick Staudt	William Goodwin	Gregory Wheeler	80672	N/A	N/A
N/A	N/A		DL	WEALTH MANAGEMENT DIVISIO	Sherry Lane 7th Flr	Lisa Shannon	Paul Boston	Jeffrey Sanders	80332	N/A	N/A
N/A	N/A		DL	WEALTH MANAGEMENT DIVISIO	Sherry Lane 7th Flr	Lisa Shannon	Gregory Wheeler	Scott Grauer	80332	N/A	N/A

## Exhibit 14



# BOK FINANCIAL CORPORATION

## WEALTH MANGEMENT CLIENT ADVISOR 2017 SCHEDULE

### **PAYMENT OF BENEFITS**

This Schedule is subject to the Incentive Compensation Master Incentive Plan and applicable Addendum which are incorporated by reference into this schedule.

### **PARTICIPATION DESIGNATION**

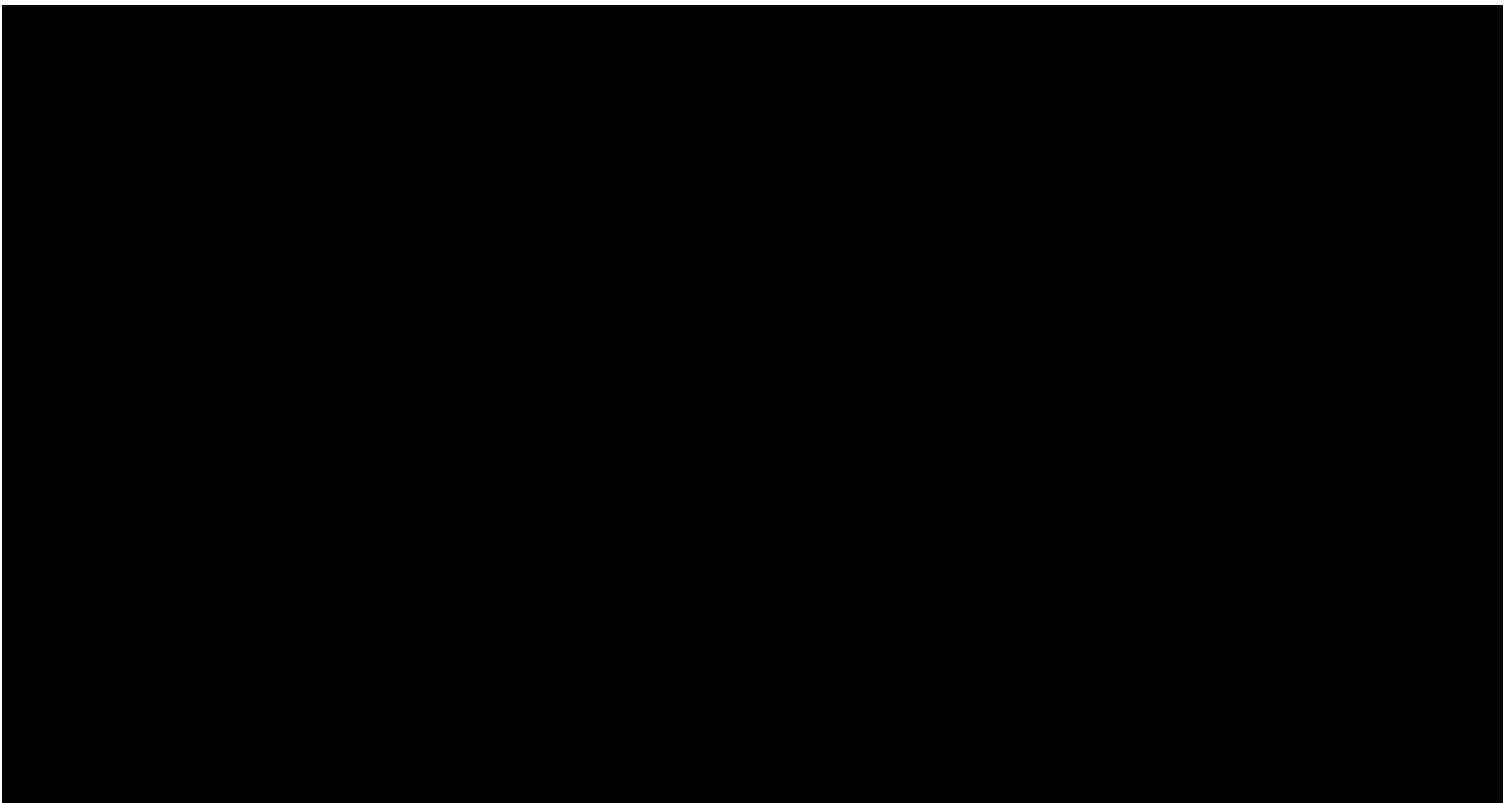
The following employees are eligible to participate in the Plan:

- Client Advisors

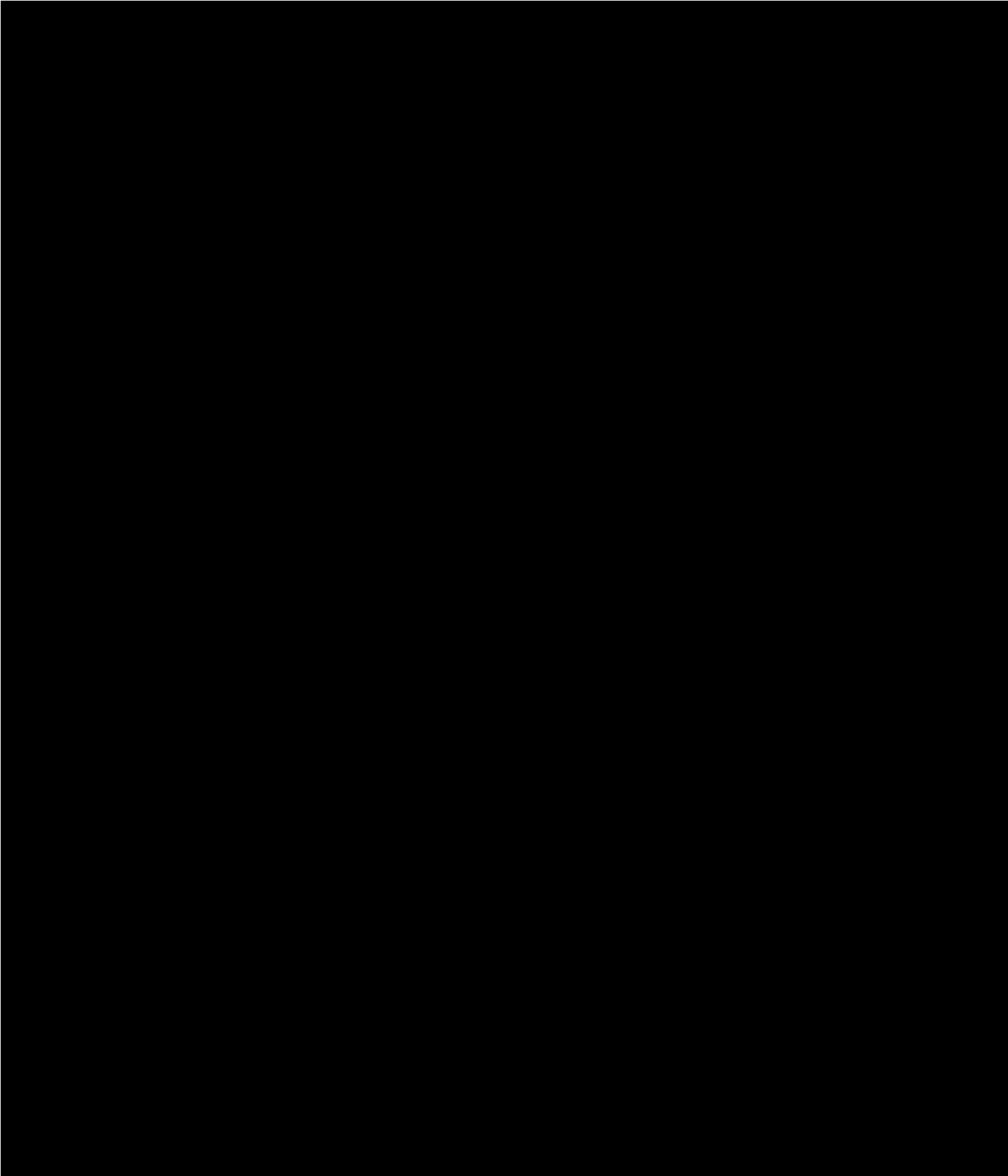
### **AWARD DETERMINATION**

#### **Award Calculation**

The Plan rewards participants for personal revenue that exceeds their monthly draw (recurring fee production and brokerage production) as described below:

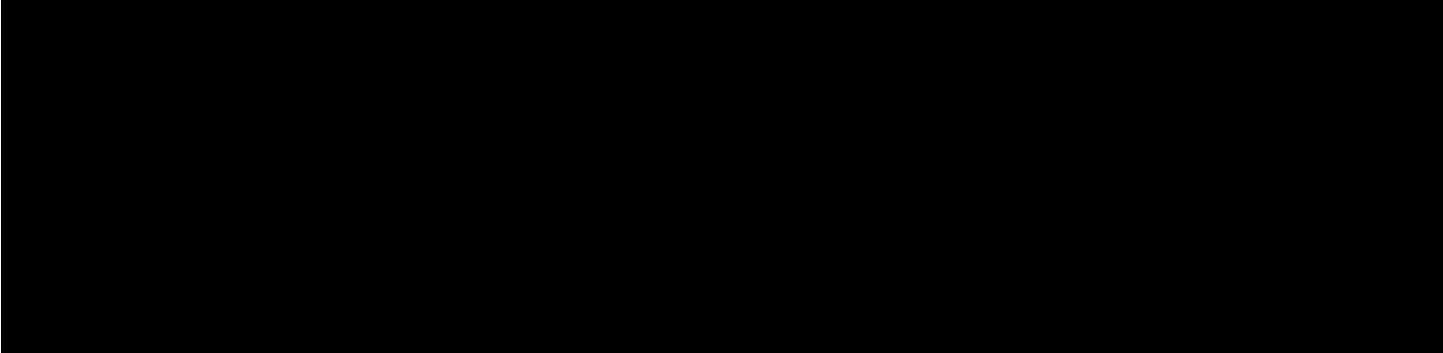


**Annual Retention Award**





Participants will be eligible to participate as of their employment date within the department. The retention award is considered to be an incentive (vs. a commission) and therefore is not 401(k) eligible.



#### **ADDITIONAL PLAN PROVISIONS**

Employee agrees that, during employment and for a period of one (1) year following any termination of employment for any reason, Employee shall not, (whether as an officer, director, employee, partner, stockholder, creditor or agent, or representative of other persons or entities), (i) directly solicit the sales of goods, service or a combination of goods and services from established customers of BOK Financial or any of its affiliates or (ii) directly solicit employees of BOK Financial or any affiliates of BOK Financial to seek employment with any person or entity providing banking and/or financial services and/or other goods and services offered by BOK Financial and/or its affiliates except on behalf of BOK Financial and/or its affiliates. The foregoing agreement not to solicit notwithstanding, to the extent that the employee has entered into an agreement with BOK Financial and/or an affiliate, and the agreement contains greater restrictive covenants in favor of BOK Financial and/or an affiliate, the greater restrictive covenant supersedes this provision.



# BOK FINANCIAL CORPORATION

## WEALTH MANAGEMENT DIVISION ADVISOR 2016 SCHEDULE

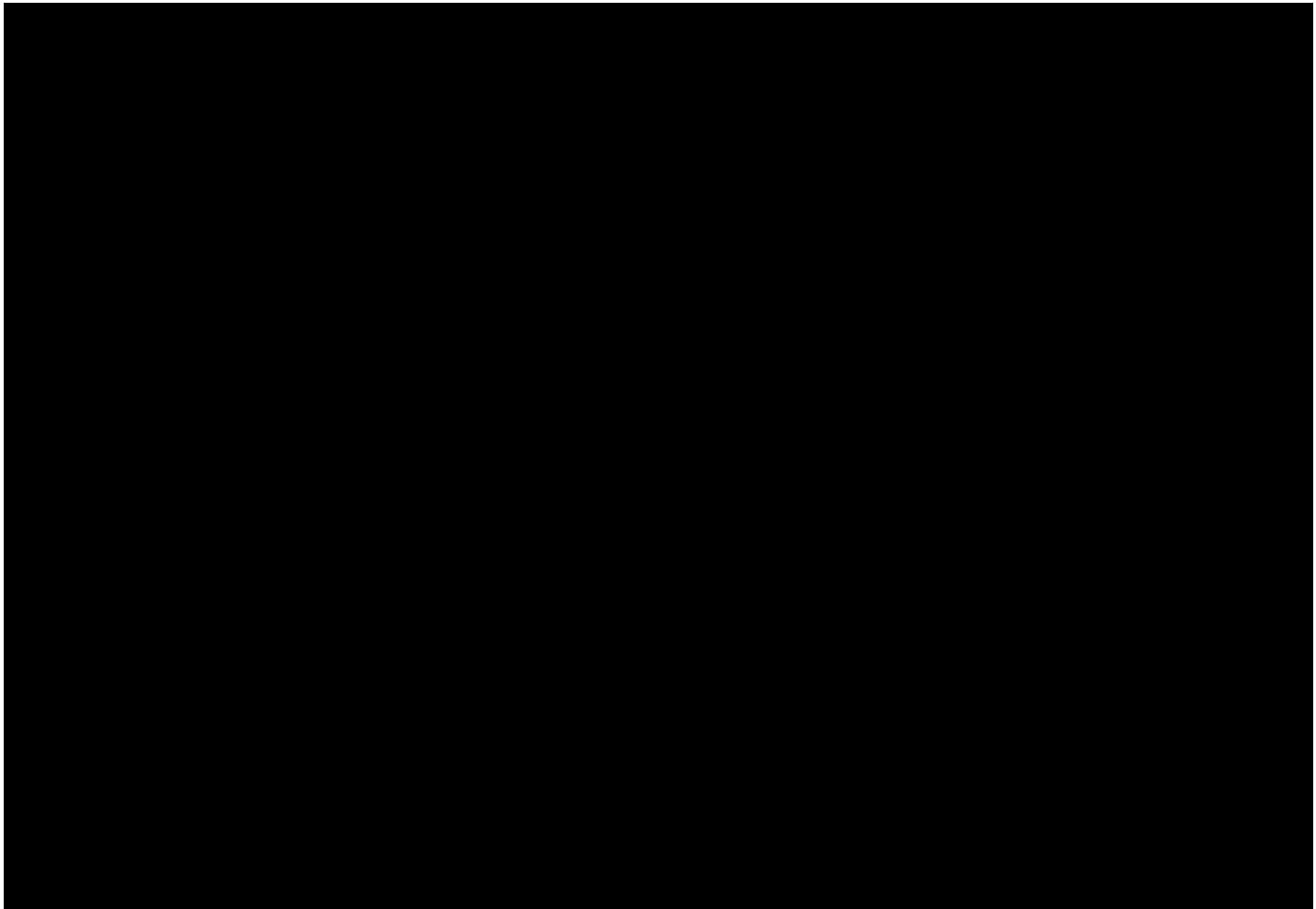
### PAYMENT OF BENEFITS

### PARTICIPATION DESIGNATION

The following employees are eligible to participate in the Plan:

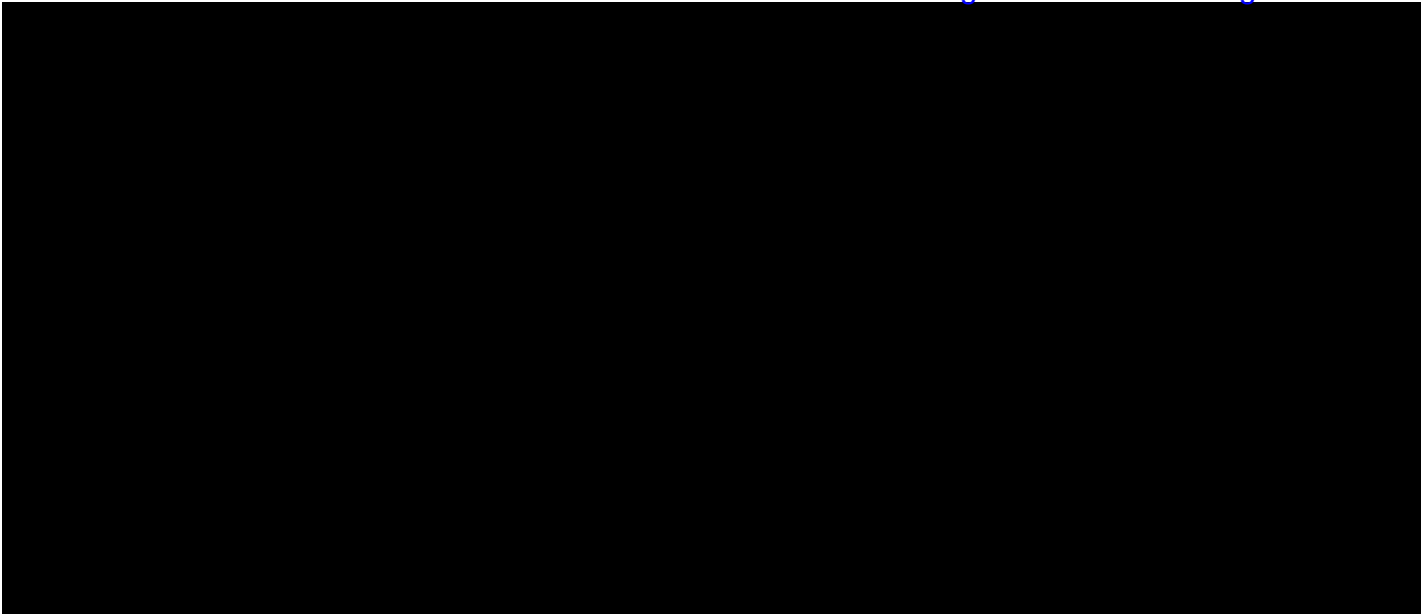
- Private Bank Client Advisors
- BOSC Client Advisors
- Milestone Wealth Advisors
- Managing Directors – Milestone

### AWARD DETERMINATION



**Annual Retention Award**

Participants will be eligible to participate as of their employment date within the Department. The Award is considered to be an incentive (vs. a commission) and therefore is not 401(k) or pension plan eligible.



**ADDITIONAL PLAN PROVISIONS**

As a condition of employment/participation in this incentive plan, I hereby agree that for one year following termination of my employment (for any reason whatsoever), I will not directly solicit the sale of goods, services or a combination of goods and services from established customers of BOKF, for itself and on behalf of its affiliates.

To fulfill your duty of loyalty to BOKF, including but not limited to, your duty is not to solicit employees of BOKF on behalf of any entity other than BOKF.

Dorwart, Erica

**From:** Davis, Skip  
**Sent:** Wednesday, February 21, 2018 8:50 AM  
**To:** 'Wise, Vickie (VWise@mail.bokf.com)'  
**Subject:** FW: 2018 Goals  
**Attachments:** 2018 Incentive & Referral Plans.pdf

My Sales Activity shows a goal of \$100,000.

Skip Davis  
 Vice President | Wealth Management  
 BOK Financial Advisors  
 5956 Sherry Lane, Suite 700  
 Dallas, Texas 75225  
 (214) 932-3081 | Phone  
 (214) 256-7538 | Fax  
[skip.davis@bokf.com](mailto:skip.davis@bokf.com) | Email

Securities, insurance and advisory services offered by BOK Financial Securities, Inc., member FINRA/SIPC and a subsidiary of BOK Financial Corporation. Some services offered through our affiliate, Institutional Investments, Bank of Oklahoma which operates as a separately identifiable trading department of BOKF, NA. **NOT FDIC INSURED | NO BANK GUARANTEE | MAY LOSE VALUE**

**From:** Staudt, Patrick  
**Sent:** Friday, January 12, 2018 3:04 PM  
**To:** Davis, Skip <Skip.Davis@bokf.com>; Wise, Vickie <VWise@mail.bokf.com>; Manna, Vince <VManna@bokf.com>  
**Subject:** 2018 Goals

Below are the goals for 2018. Only BOKFS production and new IMA closed business (1<sup>st</sup> year annualized revenue on closed opportunities) are required to hit the 2% retention bonus. Actual IMA revenue is no longer part of the goal requirement but it is used in calculating the amount of the 2% retention if the below production goals are achieved. As in the past, you must also achieve the Calls, Referrals and Insurance Referrals goals quarterly in order to qualify for the retention incentive.

	Annual 2018 IMA (New) Goal		2018 Brokerage Goal
Wise	316,000	80%	700,000
Davis	<u>79,000</u>	20%	<u>175,000</u>
Total Davis/ Wise	395,000		875,000
Manna	100,000		100,000

I have attached the 2018 incentive and referral plan for your review. Note the "Important 2018 Concepts" – page 2. The most impacting will be accounts that do not meet minimums from the fee schedule will not be provided credit. I would like to walk through this with you on Tuesday of next week – perhaps following our town hall meeting on Tuesday.

Let me know if you have any questions.

Pat

Patrick J. Staudt  
Managing Director | Market Executive  
The Private Bank at Bank of Texas  
5956 Sherry Lane, Suite 700  
Dallas, TX 75225  
972-892-9959 | Phone  
817-228-9653 | Cell  
[pstaudt@bankoftexas.com](mailto:pstaudt@bankoftexas.com) | Email



## 2018 Incentive & Referral Plans



Effective January 1, 2018

## Important 2018 Concepts

- Architecture of the plan is unchanged from 2017.



## General Incentive Plan Information

- Client Advisors will continue to be paid monthly, as is customary.



## General Incentive Plan Information

- All participants in incentive plans acknowledge and accept the plans as part of their total compensation each year. Also, in consideration of participating in the company's incentive plans, Private Wealth employees agree to a one-year non-solicitation of both BOKF customers and employees.





## Private Banking



Effective January 1, 2018















## Personal Trust



Effective January 1, 2018









## Investment Management & Financial Planning



Effective January 1, 2018

## Client Advisor Incentive Plan



### PERFORMANCE MEASURES



### RETENTION PLAN



# Client Advisor Scorecard

















## Specialty Asset Management



Effective January 1, 2018









## Management & Support



Effective January 1, 2018



## Support Associate Incentive Plan





## Referral Plans



Effective January 1, 2018



























**Caywood, Candace**

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**From:** Sheahan, Jackie  
**Sent:** Friday, May 19, 2017 1:05 PM  
**To:** Wise, Vickie  
**Subject:** 2017 Referral Fee Plan  
**Attachments:** 2017 Incentive Referral Plans (003).pdf

**Jackie Sheahan**

Senior Vice President  
Client Advisor Group

**The Private Bank**

Bank of Texas  
3009 Post Oak Blvd, Suite 1300  
Houston, TX 77056  
(713) 260-5637 Office  
(713) 260-5643 Fax  
JSheahan@bokf.com

Securities, insurance and advisory services offered through BOK Financial Securities, Inc., member FINRA/SIPC and a subsidiary of BOK Financial Corporation. Services may be offered under our trade name, BOK Financial Advisors. **NOT FDIC INSURED | NO BANK GUARANTEE | MAY LOSE VALUE**

## 2017 Incentive & Referral Plans



Effective January 1, 2017

## Important 2017 Concepts



## Important 2017 Concepts





## General Incentive Plan Information

- As in prior years, all participants in incentive plans acknowledge and accept the plans as part of their total compensation each year. Also, in consideration of participating in the company's incentive plans, Private Bank employees agree to a one-year non-solicitation agreement of both BOKF customers and employees.



## Sales & Referral Tracking Guidelines





[REDACTED]

[REDACTED]

























## Client Advisor Incentive Plan

### PERFORMANCE MEASURES

### RETENTION PLAN



Client Advisor Scorecard





## Support Associate Incentive Plan

PERFORMANCE MEASURE:

TARGET OPPORTUNITY







[REDACTED]

[REDACTED]









Effective January 1, 2017





















## **Written Supervisory Procedures**

**BOK Financial Securities, Inc.**

**Published: 18 December 2017**



## **Written Supervisory Procedures**

### **BOK Financial Securities, Inc.**

**Published: 19 February 2018**

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## INTRODUCTION

### IMPORTANT NOTES TO KEEP IN MIND

When reading this manual, it is important to remember a few key items:

- "Signatures" evidencing reviews should always include a date and you may sign with your initials or a signature - either is acceptable
  - "Signatures" may also be electronic in nature such as when reviewing the trade blotters or other electronic reports
- References to files may be either electronic or hard copy in nature - even if the procedure does not clearly state one or the other
- References to the "Bank" throughout the manual mean BOKF, NA
- References to a "Designated Supervisor" are usually clarified by the applicable position in parenthesis immediately following - such as "Designated Supervisor (Sales Supervisors)." This is to help clarify the designated supervisor for a specific topic/subject/task.
  - Please provide additional clarification - if you know the answer - for those references to only a designated supervisor

### BANK POLICIES

Certain policies in this manual are only a small sub-set of the applicable BOKF, NA ("Bank") policies. This manual is not meant to replace or overrule the Bank policies. As an employee of BOKF, NA, you are responsible for complying with all applicable Bank policies as well as the regulatory policies listed in this manual. The Bank policies may include:

- BOK Financial Standards of Conduct
- Corporate Information Protection Policies
- BSA/AML Policies
- Human Resources Policies
- Gift and Gratuities Policies
- Political Contributions Policies
- Outside Business Activities Policies
- Conflicts of Interest Policies
- Code of Ethics

This is not an all-inclusive list. **You will be held accountable to the strictest policy if conflicts occur between Bank and BOKFS policy.**

BOK Financial Securities, Inc. (BOKFS) will conduct its business consistent with the highest standards of commercial honor and just and equitable principles of trade. Keeping our customers' interest foremost is key to BOKFS' success. The trust of our customers and BOKFS' reputation are of paramount importance. Effective supervision is an integral part of achieving our goals in serving our customers.

"Compliance" is not a static event; it is a process which evolves in tandem with regulations that govern our industry and the circumstances of each particular interaction. This manual includes BOKFS' supervisory policies and procedures to provide guidance to designated supervisors in their oversight of the Firm's business. It is a working document and reference for supervisors and will be updated when necessary.

It is recognized that supervision must be a flexible tool for use by those charged with managing the Firm's various activities. While it is generally expected these procedures will be followed, supervisors are encouraged to adapt these procedures to the needs of BOKFS, their particular department, and the employees and customers of BOKFS. These procedures are meant to be a basic framework upon which supervisors oversee the Firm's activities.

This manual does not attempt to set forth all of the rules and regulations with which employees must be familiar, nor does it attempt to deal with all situations involving unusual circumstances. When questions arise, refer them to Compliance for assistance.

Supervision may be delegated to others, where appropriate; however, designated supervisors are responsible for ultimate supervision of assigned areas. The term "employee" as used in this manual includes RRs (and others as identified by BOKFS) who may be independent contractors for tax and compensation purposes.

This manual is the property of BOK Financial Securities, Inc. (BOKFS) and may not be provided to anyone outside BOKFS without the permission of Compliance or the Firm's counsel.

## **ACKNOWLEDGEMENT OF PROCEDURES**

Upon receipt of a new, materially updated manual, associated persons will be asked to sign and return an attestation. The attestation may be provided in several different formats, including this [acknowledgement form](#). It may also be sent electronically. Not all updates will require attestations.

any speech given, article published, or attendance at any public or private conference, convention, meeting, social event, or similar gathering).

Some public entities are statutorily authorized to charge the cost of inspections of regulated entities. A public official may, therefore, receive payment for statutorily-authorized expenses. For example, if a state securities official appears at an office to conduct an inspection, the state may, if authorized in state statutes, charge BOKFS for expenses related to conducting the inspection.

**Prior approval from Compliance** is required for gifts or entertainment involving public officials.

## 2.6 Political Contributions

[FINRA Rule 2030 and 4580; FINRA Regulatory Notice 16-40]

<b>Responsibility</b>	<ul style="list-style-type: none"> <li>• Designated Supervisor</li> </ul>
<b>Resources</b>	<ul style="list-style-type: none"> <li>• Requests to make political contributions</li> </ul>
<b>Frequency</b>	<ul style="list-style-type: none"> <li>• As required (<i>requests</i>)</li> </ul>
<b>Action</b>	<ul style="list-style-type: none"> <li>• Review requests and determine permissibility</li> <li>• Notify appropriate department managers if BOKFS's activities must be restricted</li> <li>• Contact Compliance to determine corrective action if prohibited activities using Firm resources are identified</li> <li>• Process returned contributions</li> </ul>
<b>Record</b>	<ul style="list-style-type: none"> <li>• Contribution Requests and responses</li> <li>• Returned contributions</li> <li>• Restrictions, if appropriate</li> </ul>

There are restrictions on political contributions when engaging in a distribution or solicitation for government or public entities on behalf of an investment adviser.

The MSRB also has a political contributions rule (G-37). FINRA Rule 2030 does not apply to a broker-dealer engaged in activities requiring municipal advisor registration and compliance with the MSRB pay-to-play rule (G-37). See the chapter *MUNICIPAL SECURITIES* and the section *Political Contributions* for further information.

## 2.7 Privacy Policy

[SEC Regulation S-P]

Information regarding customer accounts for individuals is subject to SEC Regulation S-P "Privacy Of Consumer Financial Information." This section explains employees' obligation to maintain the privacy of information. A section *Customer Privacy Policies And Procedures* in the chapter *COMMUNICATIONS WITH THE PUBLIC* outlines firm procedures.

1. Regulation S-P requirements apply to individual and not institutional accounts and include U.S. and foreign accounts.
2. Protected information is termed "nonpublic personal information." This is information obtained by BOKFS that is not deemed "public information" which is defined as information that may be obtained

from three sources: federal, state or local government records; widely distributed media; or disclosures to the general public that are required to be made by federal, state, or local law.

3. At the time an account is opened the customer is provided with BOKFS' privacy policy and is given the opportunity to opt out of arrangements to share nonpublic information with nonaffiliated third parties. The privacy policy is also provided to customers on an annual basis.
4. Employees are prohibited from sharing or releasing nonpublic personal information other than to authorized parties. This includes a prohibition against:
  - o Sending internal reports or other information about firm customers to a non-affiliated 3<sup>rd</sup> party (unless authorized).
  - o Sending internal or other documents that include customer non public information to your personal e-mail address.

Questions about providing customer information should be referred to Compliance.

### 2.7.1 BOKFS Privacy Policy

The BOKFS Privacy Policy is saved to the Retail Documents SharePoint site and can be accessed at this link: [BOKFS Privacy Policy](#)

## 2.8 Reporting Possible Law Or Rule Violations

[SEC Securities Exchange Act of 1934 Section 21F; SEC Rule 21F; FINRA Rule 4530(b)]

<b>Responsibility</b>	<ul style="list-style-type: none"> <li>Chief Compliance Officer (or, if the CCO is involved in the potential wrongdoing, an alternate senior manager)</li> </ul>
<b>Resources</b>	<ul style="list-style-type: none"> <li>Reports of possible law or rule violations from employees</li> <li>Referrals from outside sources such as regulators</li> </ul>
<b>Frequency</b>	<ul style="list-style-type: none"> <li>Investigate reports: As required</li> <li>Employee education: At least annually</li> </ul>
<b>Action</b>	<ul style="list-style-type: none"> <li>Acknowledge the employee's report and advise confidentiality will be maintained and there will be no retaliation for reporting</li> <li>Determine who will be involved in the investigation and notify those persons of the confidentiality of the investigation</li> <li>Conduct the investigation using tools appropriate to the issue (interviewing employees, reviewing internal/external reports, engaging counsel, etc.)</li> <li>Determine whether there was potential wrongdoing and decide whether a report should be made to regulators</li> <li>Take internal corrective action, as appropriate</li> <li>Advise the reporting employee of the status of the investigation</li> <li>Include reporting of possible law or rule violations and BOKFS' process for internal investigations as part of regular employee education</li> </ul>
<b>Record</b>	<ul style="list-style-type: none"> <li>Report from employee</li> <li>Information regarding the investigation including records reviewed, who is involved, what steps taken, reports to regulators (if appropriate), conclusion of investigation</li> <li>Records of employee education including how education is conducted (classes, online education, compliance memos, etc.), who participates, subjects included, and when it occurs</li> </ul>



## **Written Supervisory Procedures**

**BOK Financial Securities, Inc.**

**Published: 18 December 2017**

## **Written Supervisory Procedures**

### **BOK Financial Securities, Inc.**

**Published: 19 February 2018**

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## INTRODUCTION

### IMPORTANT NOTES TO KEEP IN MIND

When reading this manual, it is important to remember a few key items:

- "Signatures" evidencing reviews should always include a date and you may sign with your initials or a signature - either is acceptable
  - "Signatures" may also be electronic in nature such as when reviewing the trade blotters or other electronic reports
- References to files may be either electronic or hard copy in nature - even if the procedure does not clearly state one or the other
- References to the "Bank" throughout the manual mean BOKF, NA
- References to a "Designated Supervisor" are usually clarified by the applicable position in parenthesis immediately following - such as "Designated Supervisor (Sales Supervisors)." This is to help clarify the designated supervisor for a specific topic/subject/task.
  - Please provide additional clarification - if you know the answer - for those references to only a designated supervisor

### BANK POLICIES

Certain policies in this manual are only a small sub-set of the applicable BOKF, NA ("Bank") policies. This manual is not meant to replace or overrule the Bank policies. As an employee of BOKF, NA, you are responsible for complying with all applicable Bank policies as well as the regulatory policies listed in this manual. The Bank policies may include:

- BOK Financial Standards of Conduct
- Corporate Information Protection Policies
- BSA/AML Policies
- Human Resources Policies
- Gift and Gratuities Policies
- Political Contributions Policies
- Outside Business Activities Policies
- Conflicts of Interest Policies
- Code of Ethics

This is not an all-inclusive list. **You will be held accountable to the strictest policy if conflicts occur between Bank and BOKFS policy.**

BOK Financial Securities, Inc. (BOKFS) will conduct its business consistent with the highest standards of commercial honor and just and equitable principles of trade. Keeping our customers' interest foremost is key to BOKFS' success. The trust of our customers and BOKFS' reputation are of paramount importance. Effective supervision is an integral part of achieving our goals in serving our customers.

"Compliance" is not a static event; it is a process which evolves in tandem with regulations that govern our industry and the circumstances of each particular interaction. This manual includes BOKFS' supervisory policies and procedures to provide guidance to designated supervisors in their oversight of the Firm's business. It is a working document and reference for supervisors and will be updated when necessary.

It is recognized that supervision must be a flexible tool for use by those charged with managing the Firm's various activities. While it is generally expected these procedures will be followed, supervisors are encouraged to adapt these procedures to the needs of BOKFS, their particular department, and the employees and customers of BOKFS. These procedures are meant to be a basic framework upon which supervisors oversee the Firm's activities.

This manual does not attempt to set forth all of the rules and regulations with which employees must be familiar, nor does it attempt to deal with all situations involving unusual circumstances. When questions arise, refer them to Compliance for assistance.

Supervision may be delegated to others, where appropriate; however, designated supervisors are responsible for ultimate supervision of assigned areas. The term "employee" as used in this manual includes RRs (and others as identified by BOKFS) who may be independent contractors for tax and compensation purposes.

This manual is the property of BOK Financial Securities, Inc. (BOKFS) and may not be provided to anyone outside BOKFS without the permission of Compliance or the Firm's counsel.

## **ACKNOWLEDGEMENT OF PROCEDURES**

Upon receipt of a new, materially updated manual, associated persons will be asked to sign and return an attestation. The attestation may be provided in several different formats, including this [acknowledgement form](#). It may also be sent electronically. Not all updates will require attestations.

**2.18.14 Misrepresentations**

Employees may not disseminate any information that falsely states or implies guarantees or approval of securities by the government or other institution such as government guarantee of securities that carry no such guarantee. SIPC may not be misrepresented as a guarantor of a customer's account against losses from transactions.

**2.18.15 Bribes**

No employee may offer or solicit explicit inducements to or from employees or representatives of other institutions or foreign governmental or political officials to obtain business. Entertainment and gifts in reasonable amounts are not included in this prohibition and are discussed in the section *Gifts, Gratuities And Entertainment*.

**2.18.16 Acting Without Registration**

<b>Responsibility</b>	<ul style="list-style-type: none"> <li>• Designated Supervisor (Sales Supervisors)</li> </ul>
<b>Resources</b>	<ul style="list-style-type: none"> <li>• New account forms</li> <li>• Notices of registration status from Licensing &amp; Registration               <ul style="list-style-type: none"> <li>◦ Maintained in Registration Connection</li> </ul> </li> <li>• Reports of transactions effected by RRs not licensed in the customer's state of residency</li> </ul>
<b>Frequency</b>	<ul style="list-style-type: none"> <li>• Ongoing</li> </ul>
<b>Action</b>	<ul style="list-style-type: none"> <li>• Review new account forms to identify any out-of-state accounts where the RR may not be registered</li> <li>• Review reports of transactions identifying unlicensed activity and follow up with RR</li> <li>• Immediately refer any RRs requiring state registration to Licensing &amp; Registration</li> </ul>
<b>Record</b>	<ul style="list-style-type: none"> <li>• Include a notation on the New Account form or report noting action taken               <ul style="list-style-type: none"> <li>◦ Or in clearing firm's client profile</li> </ul> </li> </ul>

No employee may engage in activities that require registration (selling securities, soliciting accounts, trading, etc.) unless registered in the appropriate capacities. Questions regarding the need for registration should be referred to Compliance.

**2.18.17 Beneficiary on Non-Familial Accounts**

With few exceptions, employees are prohibited from knowingly being named as a beneficiary on non-familial client accounts. Exceptions must be reviewed and approved by the Designated Supervisor and Compliance.

**2.19 Computer Records, Equipment And Software**

<b>Responsibility</b>	<ul style="list-style-type: none"> <li>• Designated Supervisor (Sales Supervisors)</li> <li>• Compliance - lost devices or breach of data</li> <li>• Bank</li> </ul>
-----------------------	--



<b>Resources</b>	<ul style="list-style-type: none"> <li>• Disks and other computer records maintained by a terminating employee</li> <li>• Reports of lost devices</li> </ul>
<b>Frequency</b>	<ul style="list-style-type: none"> <li>• As required</li> </ul>
<b>Action</b>	<ul style="list-style-type: none"> <li>• Bank: Provide employees with education and policy information about proper use of computer and other electronic equipment including appropriate security measures and accessing customer information</li> <li>• Bank: Instruct offices to secure equipment and information</li> <li>• Designated Supervisor: Secure disks, computers, software, and other firm property when an employee terminates</li> <li>• Designated Supervisor: Do not permit removal of firm equipment without approval</li> <li>• Contact Compliance: Take action regarding lost devices including remote deactivation, if available, and assessment of whether a breach of customer information has or may occur</li> </ul>
<b>Record</b>	<ul style="list-style-type: none"> <li>• Inform Bank and CCO if device is lost or breached and there is a possibility that material information can be accessed by non-employees</li> </ul>

Nothing in this manual related to computer records, equipment, and software is meant to replace or overrule the policies and procedures listed in the Corporate Information Security Program Policy ("ISPP"). Refer to the ISPP for more detailed information regarding how BOKFS manages the security of our information assets.

(<https://spfarm.bok.com/sites/PolicyAdministration/Policies%20and%20Procedures/Forms/End%20User.aspx> -> Information Security -> Critical policies)

BOKFS considers its computer records, systems, and software to be corporate assets. Employees are responsible for protecting these assets from unauthorized use, destruction, or unauthorized modification. This includes a prohibition against violating copyright laws or licensing agreements applicable to computer software.

Physical equipment (PCs, printers, software, diskettes, *etc.*) must be placed in a secure location to avoid theft, tampering, unauthorized use, and environmental hazards (water, smoke, magnets, *etc.*). The use of personal computers for BOKFS business is subject to the same guidelines and restrictions as BOKFS computers.

When an employee terminates, any disks or other storage medium that includes proprietary information, including customer information, are considered property of BOKFS and must be left with BOKFS.

### 2.19.1 Laptop Computers And Other Mobile Devices

Employees who use laptops or other mobile devices for Firm business are responsible for the security of the device and the information contained on it. Serious security breaches can occur if a device containing or capable of accessing confidential information is lost or stolen.

Employees who use laptops for company business are required to comply with requirements provided by the Bank.

### 2.19.2 Reporting Lost Devices

- The loss of a mobile device **must be immediately reported to Compliance.**

### 2.19.3 Identifying And Reporting Data Breaches

- All employees are required to immediately report an identified potential intrusion into a mobile device or into BOKFS' systems.

### 2.19.4 Software

Software installed and used on electronic devices is limited to software approved by BOKFS. BOKFS will install or provide authorized software for business use including anti-virus and anti-malware protection.

Employees are strictly prohibited from installing software other than what is authorized by BOKFS.

### 2.19.5 Prohibited Downloading

Employees are prohibited from:

- Downloading customer and other confidential firm information from BOKFS' mainframe or other central records, unless specifically authorized
- Using portable devices such as USB key drives, MP3 players, mobile phones, and other devices for downloading information unless specifically authorized
- Downloading programs from the Web to BOKFS computers unless specifically authorized

## 2.20 Electronic Communications Policy

[FINRA Rule 3110(b)(4), 3110.07, 3110.08 and 3110.09]

This policy governs the use of electronic communications by employees including part-time employees and independent contractors. It applies during business hours and after-business hours. ***This is an important policy; employees will be required to certify annually that they are familiar with and will comply with the policy.***

#### 1. Firm electronic systems or communications devices are for firm business purposes and business communications must conform to accepted business standards and regulatory requirements.

- Inappropriate communications (profanity, obscenity, threats, otherwise offensive content) are prohibited. Report threatening or harassing communications to Compliance.
- Communications must include current and valid information.
- Copyrighted material cannot be sent unless authorized; contact Compliance for assistance.
- Copyrighted software cannot be copied or transmitted to others unless authorized.
- References and/or links to web sites are a form of communications requiring Compliance approval prior to use.
- Communications that must be accompanied by a prospectus may not be sent electronically unless the prospectus is available as an electronic attachment or an electronic link is provided to access the prospectus.
- BOKFS and its employees are prohibited from sponsoring a social media site or using a communication device that includes technology which automatically erases or deletes content.

#### 2. Electronic business communications must be accessed and transmitted only through firm-sponsored systems.

- Regulators require retention of business communications and firm systems are designed to comply with retention requirements.
- Approved firm-sponsored systems include:
  - BYOD (Bring Your Own Device)
  - E-mail and e-faxes through desk-top computers in Firm offices (the use of personal e-mail accounts for business communications is prohibited)

#1

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Thursday, February 01, 2018 11:10:19 AM  
**Last Modified:** Thursday, February 01, 2018 11:16:35 AM  
**Time Spent:** 00:06:16  
**Email:** skip.davis@bokf.com  
**IP Address:** 216.60.18.40

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**Q1** Enter your name (first name last name).

Ronnie Davis

**Q2** Enter your office address (full, physical address).

5956 Sherry Ln, Dallas, TX 75225

**Q3** Enter your office phone number, including area code.

214-932-3081

**Q4** Has your home address changed during the previous six months? If "yes" and you have not already notified Licensing and Registration, please email Kim Eggers (keggers@bokf.com) immediately with the new address and the date of your move. **No**

**Q5** What, if any, Professional Designation(s) do you currently hold? **None**

**Q6** Do you have any pending customer complaints, litigation, arbitration, or have you received written correspondence from a client indicating dissatisfaction that you have not reported to compliance? If "yes", please contact Compliance (bokfscompliancereporting@bokf.com) immediately. **No**

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**Q7** Pled guilty or nolo contendere ("no contest") to, or been charged with, any felony? **No**

**Q8** Pled guilty or nolo contendere ("no contest") to, or been charged with, any misdemeanor involving: investment or any investment related business fraud, false statements or omissions, wrongful taking of property, bribery, perjury, forgery, counterfeiting, extortion, or a conspiracy to commit any of these offenses? **No**

**Q9** Had any unsatisfied judgments or liens filed against you? **No**

**Q10** Filed a bankruptcy or been involved in an involuntary bankruptcy petition or filing not previously reported to Compliance? (include last 10 years) **No**

**Q11** Attended any product sponsor due diligence meetings or conferences (does not include BOKFS' product due diligence meetings)? If "yes", please email Compliance (bokfscompliancereporting@bokf.com) with the name of the sponsor, the date(s), and the location. **No**

**Q12** Made any political contributions? **No**

**Q13** If "yes", was the contribution reported to and pre-approved by Compliance? If not, then please complete the BOKFS Political Contribution Request Form immediately and return to Compliance (bokfscompliancereporting@bokf.com). **N/A**

**Q14** Executed any Private Securities Transactions? **No**  
NOTE: "Private securities transaction" shall mean any securities transaction outside the regular course or scope of an associated person's employment with a member, including, though not limited to, new offerings of securities which are not registered with the Commission. Also note that promissory notes often are securities. Even if a promissory note is not deemed a security, the RR has the obligation to obtain BOKFS' permission before engaging in any outside business activity involving the offer of promissory notes.

**Q15** If "yes", was the transaction pre-approved by BOKFS per policy? If not, then please complete the BOKFS - Private Securities Transaction Request form immediately and return to Compliance (bokfscompliancereporting@bokf.com). **N/A**

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**Q16** In accordance with BOKFS' policy on gifts and gratuities, have all gifts given/received by you been reported via iTrade? If "no", then please report all gifts/gratuities via iTrade immediately. **Yes**

**Q17** Are you aware that a written request must be made to participate in all paid or unpaid outside business activities including directorships, part-time employment, or volunteer work and that the request must receive pre-approval from Compliance? **Yes**

**Q18** Do you have any paid or unpaid outside business activities that have not previously been reported to Compliance? If "yes", then please complete the BOKFS Outside Business Activity Form immediately and return to Compliance (bokfscompliancereporting@bokf.com). **No**

**Q19** Are you an owner or partner in any business entity (ex. LLC, general partner, or limited partner)? **No**

**Q20** If "yes", has the ownership/partnership been reported to Compliance? If not, then please complete the BOKFS Private Securities Transaction Request form and/or BOKFS Outside Business Activity Form as applicable and return to Compliance (bokfscompliancereporting@bokf.com) immediately. **N/A**

**Q21** Are you or an immediate family member listed as Trustee or Successor Trustee of a client account (do not include an immediate family-related account)? **No**

**Q22** Are you or an immediate family member named as Executor of a client account (do not include an immediate family-related account)? **No**

**Q23** Are you or an immediate family member listed as a beneficiary in a client's Will (do not include Wills of immediate family members)? **No**

**Q24** Do you create any type of comprehensive, consolidated statements - even if just for 1 client (Do not include clients set up on Black Diamond)? **No**

Page 4

**Q25** Estimate what percent of your business is in variable annuities. **10 - 25%**

**Q26** Estimate what percent of your business is in IRA Rollovers. **10 - 25%**

**Q27** Do you solicit Thrift Savings Plans ("TSPs") for rollovers? **No**

**Q28** Do you have any client accounts (other than your personal accounts) addressed to send mail to your attention or to the Firm's attention? Note that duplicate statements being sent to your attention are allowed at the client's direction as long as the client is also receiving the statements and confirms. If "yes", then please email Compliance (bokfscmpliance@bokf.com) immediately with the account number(s) and account name(s). **No**

**Q29** Do you have discretionary authority over any client accounts that have not previously been reported to Compliance (do not include discretionary managed advisory accounts - i.e. PE7)? If "yes", then please email Compliance (bokfscmpliance@bokf.com) immediately with the account number(s) and account name(s). **No**

**Q30** Do you understand that you are prohibited from trading, either personally or on behalf of your family, friends, or clients, on material, nonpublic information and that material, nonpublic information cannot be communicated to anybody other than Compliance? **Yes**

**Q31** Do you use devices or systems for electronic business/client communications other than those issued by, authorized by, or approved by the firm? Please exclude BOKF email, WebMail, authorized Bloomberg accounts, and/or approved social media accounts. If "yes", then please email Compliance (bokfscmpliance@bokf.com) immediately with details of the device(s) used and how it is used. **No**

**Q32** Do you use social media for business communications? Does not include posting contact information on LinkedIn. If "yes", then please email Compliance (bokfscmpliance@bokf.com) immediately with details of the social media account(s) used and how it is used. **No**

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**Q33** I am aware that I am responsible for checking the National and BOKFS "Do Not Call" lists prior to making cold calls. **Yes**

---

**Q34** I am aware that information I obtain and material and/or applications I develop in the course of my employment is proprietary property of my employer and cannot be used to my advantage, nor taken with me, should I change employers. **Yes**

---

**Q35** I am aware that I am responsible for checking BOKFS' Registration Connection page to ensure I am properly registered to conduct securities and/or insurance business in the states in which I solicit and/or conduct business. **Yes**

---

**Q36** I certify that I am in full compliance with the firm's Anti-Money Laundering and Customer Identification Program policies. **Yes**

---

**Q37** Are you currently an Investment Adviser Representative (registered through Series 65, Series 66, or Professional Designation)? **Yes**

---

**Q38** As an Investment Adviser Representative, I understand that I am covered by the BOKFA Code of Ethics. I certify that I have received a copy of the BOKFA Code of Ethics within the past 12 months, have read and understood, and am in compliance with the requirements of the Code. **Yes**

---

**Q39** I certify that I have received a copy of the BOKFS Written Supervisory Procedures and Bank Dealer policy manual, if applicable, that I have read and understood the requirements, and that I am in compliance with the requirements. **Yes**

---

**Q40** I certify that I am aware of the BOK Financial Risk Reporting Hotline (844.297.5946). BOKF is committed to providing all employees a workplace that treats people with fairness and respect, and maintains the highest standards for personal and professional integrity. The purpose of the Risk Reporting Hotline is to enable any BOKF officer, employee, or any of its vendors, contractors, customers, shareholders, or any other person ("covered persons") with direct knowledge about BOKF to report in good faith, without fear of retaliation, a suspected violation of any state or federal law or regulation related to accounting, internal control or auditing matters; a suspected violation of any securities laws or any other unlawful or unethical practice or activity; or a suspected violation of BOKF's Standard of Conduct and Code of Ethics ("Code").

Yes

---

**Q41** Please include any additional comments you may have regarding your Compliance Questionnaire.

Respondent skipped this question

---



#1

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Monday, February 05, 2018 3:51:35 PM  
**Last Modified:** Monday, February 05, 2018 3:56:06 PM  
**Time Spent:** 00:04:31  
**Email:** mdelcid@bokf.com  
**IP Address:** 216.60.18.40

Page 1

**Q1** Enter your name (first name last name).

Melissa Del-Cid

**Q2** Enter your office address (full, physical address).

5956 Sherry Lane Suite 700, Dallas, TX 75225

**Q3** Enter your office phone number, including area code.

214-346-3961

**Q4** Has your home address changed during the previous six months? If "yes" and you have not already notified Licensing and Registration, please email Kim Eggers (keggers@bokf.com) immediately with the new address and the date of your move. **No**

**Q5** What, if any, Professional Designation(s) do you currently hold? **None**

**Q6** Do you have any pending customer complaints, litigation, arbitration, or have you received written correspondence from a client indicating dissatisfaction that you have not reported to compliance? If "yes", please contact Compliance (bokfscompliancereporting@bokf.com) immediately. **No**

Page 2

**Q7** Pled guilty or nolo contendere ("no contest") to, or been charged with, any felony? **No**

**Q8** Pled guilty or nolo contendere ("no contest") to, or been charged with, any misdemeanor involving: investment or any investment related business fraud, false statements or omissions, wrongful taking of property, bribery, perjury, forgery, counterfeiting, extortion, or a conspiracy to commit any of these offenses? **No**

**Q9** Had any unsatisfied judgments or liens filed against you? **No**

**Q10** Filed a bankruptcy or been involved in an involuntary bankruptcy petition or filing not previously reported to Compliance? (include last 10 years) **No**

**Q11** Attended any product sponsor due diligence meetings or conferences (does not include BOKFS' product due diligence meetings)? If "yes", please email Compliance (bokfscompliancereporting@bokf.com) with the name of the sponsor, the date(s), and the location. **No**

**Q12** Made any political contributions? **No**

**Q13** If "yes", was the contribution reported to and pre-approved by Compliance? If not, then please complete the BOKFS Political Contribution Request Form immediately and return to Compliance (bokfscompliancereporting@bokf.com). **N/A**

**Q14** Executed any Private Securities Transactions? **No**  
NOTE: "Private securities transaction" shall mean any securities transaction outside the regular course or scope of an associated person's employment with a member, including, though not limited to, new offerings of securities which are not registered with the Commission. Also note that promissory notes often are securities. Even if a promissory note is not deemed a security, the RR has the obligation to obtain BOKFS' permission before engaging in any outside business activity involving the offer of promissory notes.

**Q15** If "yes", was the transaction pre-approved by BOKFS per policy? If not, then please complete the BOKFS - Private Securities Transaction Request form immediately and return to Compliance (bokfscompliancereporting@bokf.com). **N/A**

Page 3

**Q16** In accordance with BOKFS' policy on gifts and gratuities, have all gifts given/received by you been reported via iTrade? If "no", then please report all gifts/gratuities via iTrade immediately. **N/A**

**Q17** Are you aware that a written request must be made to participate in all paid or unpaid outside business activities including directorships, part-time employment, or volunteer work and that the request must receive pre-approval from Compliance? **Yes**

**Q18** Do you have any paid or unpaid outside business activities that have not previously been reported to Compliance? If "yes", then please complete the BOKFS Outside Business Activity Form immediately and return to Compliance (bokfscompliancereporting@bokf.com). **No**

**Q19** Are you an owner or partner in any business entity (ex. LLC, general partner, or limited partner)? **No**

**Q20** If "yes", has the ownership/partnership been reported to Compliance? If not, then please complete the BOKFS Private Securities Transaction Request form and/or BOKFS Outside Business Activity Form as applicable and return to Compliance (bokfscompliancereporting@bokf.com) immediately. **N/A**

**Q21** Are you or an immediate family member listed as Trustee or Successor Trustee of a client account (do not include an immediate family-related account)? **No**

**Q22** Are you or an immediate family member named as Executor of a client account (do not include an immediate family-related account)? **No**

**Q23** Are you or an immediate family member listed as a beneficiary in a client's Will (do not include Wills of immediate family members)? **No**

**Q24** Do you create any type of comprehensive, consolidated statements - even if just for 1 client (Do not include clients set up on Black Diamond)? **No**

Page 4

**Q25** Estimate what percent of your business is in variable annuities. **N/A**

**Q26** Estimate what percent of your business is in IRA Rollovers. **N/A**

**Q27** Do you solicit Thrift Savings Plans ("TSPs") for rollovers? **No**

**Q28** Do you have any client accounts (other than your personal accounts) addressed to send mail to your attention or to the Firm's attention? Note that duplicate statements being sent to your attention are allowed at the client's direction as long as the client is also receiving the statements and confirms. If "yes", then please email Compliance (bokfscmpliance@bokf.com) immediately with the account number(s) and account name(s). **No**

**Q29** Do you have discretionary authority over any client accounts that have not previously been reported to Compliance (do not include discretionary managed advisory accounts - i.e. PE7)? If "yes", then please email Compliance (bokfscmpliance@bokf.com) immediately with the account number(s) and account name(s). **No**

**Q30** Do you understand that you are prohibited from trading, either personally or on behalf of your family, friends, or clients, on material, nonpublic information and that material, nonpublic information cannot be communicated to anybody other than Compliance? **Yes**

**Q31** Do you use devices or systems for electronic business/client communications other than those issued by, authorized by, or approved by the firm? Please exclude BOKF email, WebMail, authorized Bloomberg accounts, and/or approved social media accounts. If "yes", then please email Compliance (bokfscmpliance@bokf.com) immediately with details of the device(s) used and how it is used. **No**

**Q32** Do you use social media for business communications? Does not include posting contact information on LinkedIn. If "yes", then please email Compliance (bokfscmpliance@bokf.com) immediately with details of the social media account(s) used and how it is used. **No**

Page 5

**Q33** I am aware that I am responsible for checking the National and BOKFS "Do Not Call" lists prior to making cold calls. **Yes**

---

**Q34** I am aware that information I obtain and material and/or applications I develop in the course of my employment is proprietary property of my employer and cannot be used to my advantage, nor taken with me, should I change employers. **Yes**

---

**Q35** I am aware that I am responsible for checking BOKFS' Registration Connection page to ensure I am properly registered to conduct securities and/or insurance business in the states in which I solicit and/or conduct business. **Yes**

---

**Q36** I certify that I am in full compliance with the firm's Anti-Money Laundering and Customer Identification Program policies. **Yes**

---

**Q37** Are you currently an Investment Adviser Representative (registered through Series 65, Series 66, or Professional Designation)? **No**

---

**Q38** As an Investment Adviser Representative, I understand that I am covered by the BOKFA Code of Ethics. I certify that I have received a copy of the BOKFA Code of Ethics within the past 12 months, have read and understood, and am in compliance with the requirements of the Code. **N/A**

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**Q39** I certify that I have received a copy of the BOKFS Written Supervisory Procedures and Bank Dealer policy manual, if applicable, that I have read and understood the requirements, and that I am in compliance with the requirements. **Yes**

---

**Q40** I certify that I am aware of the BOK Financial Risk Reporting Hotline (844.297.5946). BOKF is committed to providing all employees a workplace that treats people with fairness and respect, and maintains the highest standards for personal and professional integrity. The purpose of the Risk Reporting Hotline is to enable any BOKF officer, employee, or any of its vendors, contractors, customers, shareholders, or any other person ("covered persons") with direct knowledge about BOKF to report in good faith, without fear of retaliation, a suspected violation of any state or federal law or regulation related to accounting, internal control or auditing matters; a suspected violation of any securities laws or any other unlawful or unethical practice or activity; or a suspected violation of BOKF's Standard of Conduct and Code of Ethics ("Code").

Yes

---

**Q41** Please include any additional comments you may have regarding your Compliance Questionnaire.

Respondent skipped this question

---

#1

COMPLETE

**Collector:** Email Invitation 1 (Email)  
**Started:** Wednesday, February 14, 2018 12:05:11 PM  
**Last Modified:** Wednesday, February 14, 2018 12:13:33 PM  
**Time Spent:** 00:08:22  
**Email:** vwise@bokf.com  
**IP Address:** 216.60.18.40

Page 1

**Q1** Enter your name (first name last name).

Vickie Wise

**Q2** Enter your office address (full, physical address).

5956 Sherry Lane, Suite 700, Dallas, TX 75225

**Q3** Enter your office phone number, including area code.

2143463940

**Q4** Has your home address changed during the previous six months? If "yes" and you have not already notified Licensing and Registration, please email Kim Eggers (keggers@bokf.com) immediately with the new address and the date of your move. **No**

**Q5** What, if any, Professional Designation(s) do you currently hold? **CFP,**  
**Other**

**Q6** Do you have any pending customer complaints, litigation, arbitration, or have you received written correspondence from a client indicating dissatisfaction that you have not reported to compliance? If "yes", please contact Compliance (bokfscmpliance@bokf.com) immediately. **No**

Page 2

**Q7** Pled guilty or nolo contendere ("no contest") to, or been charged with, any felony? **No**

**Q8** Pled guilty or nolo contendere ("no contest") to, or been charged with, any misdemeanor involving: investment or any investment related business fraud, false statements or omissions, wrongful taking of property, bribery, perjury, forgery, counterfeiting, extortion, or a conspiracy to commit any of these offenses? **No**

**Q9** Had any unsatisfied judgments or liens filed against you? **No**

**Q10** Filed a bankruptcy or been involved in an involuntary bankruptcy petition or filing not previously reported to Compliance? (include last 10 years) **No**

**Q11** Attended any product sponsor due diligence meetings or conferences (does not include BOKFS' product due diligence meetings)? If "yes", please email Compliance (bokfscompliancereporting@bokf.com) with the name of the sponsor, the date(s), and the location. **No**

**Q12** Made any political contributions? **No**

**Q13** If "yes", was the contribution reported to and pre-approved by Compliance? If not, then please complete the BOKFS Political Contribution Request Form immediately and return to Compliance (bokfscompliancereporting@bokf.com). **N/A**

**Q14** Executed any Private Securities Transactions? **No**  
NOTE: "Private securities transaction" shall mean any securities transaction outside the regular course or scope of an associated person's employment with a member, including, though not limited to, new offerings of securities which are not registered with the Commission. Also note that promissory notes often are securities. Even if a promissory note is not deemed a security, the RR has the obligation to obtain BOKFS' permission before engaging in any outside business activity involving the offer of promissory notes.

**Q15** If "yes", was the transaction pre-approved by BOKFS per policy? If not, then please complete the BOKFS - Private Securities Transaction Request form immediately and return to Compliance (bokfscompliancereporting@bokf.com). **N/A**



Page 3

**Q16** In accordance with BOKFS' policy on gifts and gratuities, have all gifts given/received by you been reported via iTrade? If "no", then please report all gifts/gratuities via iTrade immediately. **Yes**

**Q17** Are you aware that a written request must be made to participate in all paid or unpaid outside business activities including directorships, part-time employment, or volunteer work and that the request must receive pre-approval from Compliance? **Yes**

**Q18** Do you have any paid or unpaid outside business activities that have not previously been reported to Compliance? If "yes", then please complete the BOKFS Outside Business Activity Form immediately and return to Compliance (bokfscompliancereporting@bokf.com). **No**

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Page 4

**Q25** Estimate what percent of your business is in variable annuities. <10%

**Q26** Estimate what percent of your business is in IRA Rollovers. <10%

**Q27** Do you solicit Thrift Savings Plans ("TSPs") for rollovers? No

**Q28** Do you have any client accounts (other than your personal accounts) addressed to send mail to your attention or to the Firm's attention? Note that duplicate statements being sent to your attention are allowed at the client's direction as long as the client is also receiving the statements and confirms. If "yes", then please email Compliance (bokfscompliancereporting@bokf.com) immediately with the account number(s) and account name(s). No

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Page 5

**Q33** I am aware that I am responsible for checking the National and BOKFS "Do Not Call" lists prior to making cold calls. **Yes**

---

**Q34** I am aware that information I obtain and material and/or applications I develop in the course of my employment is proprietary property of my employer and cannot be used to my advantage, nor taken with me, should I change employers. **Yes**

---

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---

**Q36** I certify that I am in full compliance with the firm's Anti-Money Laundering and Customer Identification Program policies. **Yes**

---

**Q37** Are you currently an Investment Adviser Representative (registered through Series 65, Series 66, or Professional Designation)? **Yes**

---

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---

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---

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Yes

---

**Q41** Please include any additional comments you may have regarding your Compliance Questionnaire.

Respondent skipped this question

---

https://btcdlpasp151.bok.com/ProtectManager/EndpointIncidentDetail.do?value%28operand\_1%29=3072708&value%28state\_menuID%29=saved.5658&value%28variable\_1%29=incident.id&value%28operator\_1%29=incident.id

Case: 14188369 Symantec Data Loss Preven...

Symantec Data Loss Prevention Home Incidents Manage System

Incidents > Endpoint > Sherry Lane Print Jobs - Investigation > Endpoint Incident Snapshot

Attribute lookup complete.

Block - Released Block - Released Encry... BOK Escalate for Inves... BOK Human Resources Em... More

Customize Layout Previous Next

### Incident 03072708

Status: **New** Severity: **Medium**

**Endpoint Printer/Fax**

Key Info History Notes Correlations

#### Policy Matches

Policy	Matches
Endpoint - GLBA, PII, and PCI Policy [ view policy ]	156
Social Security Numbers (Medium Breadth, Non-Web Protocols) (Data Identifiers)	155
Social Security Numbers (Medium Breadth, Non-Web Protocols) (Protocol)	1

#### Incident Details

Server or Detector: BTCDLPASP154V

Occurred On: 3/9/18 4:32 PM

Reported On: 3/9/18 4:32 PM

Is Hidden: No [ Do Not Hide ]

User: NTPROD\m018610

Machine Name: 9QJTW1

Machine IP (Corporate): 10.4.1.115

Endpoint Location: On the Corporate Network

Application: Microsoft Office Excel

File Name: Book1

Print Job Name: Book1

Printer Name: BOSCI3

Printer Type: Local

Data Owner Name: [ change ]

Data Owner Email Address: [ change ]

#### Message Body

No message body data available

#### Matches (matches found in 2 components)

Header (1 Match):

Printer/Fax

Body (155 Matches):

#### Attributes

Lookup Edit

##### Default Attribute Group

Position	
Download Reason	
Designed To	
Business Unit	
Employee Code	000005121
First Name	Melissa
Last Name	Del-Cid
Title	SR SECURITIES SALES/SERVICE SPECIALIST
Department	PB CA DALLAS
Phone	214-346-3961
Sender Email	MDelcid@bokf.com
Region	US
Postal Code	75225
Country	United States
Manager First Name	Lisa
Manager Last Name	Shannon
Manager Title	AVP, MANAGER, CLIENT SERVICES
Manager Phone	405-272-2407
Manager Department	PB CA OKC
Manager Email	LShannon@bokf.com

Case: 14188369 Symantec Data Loss Prevention

Incident 03345872

Status: **New** Severity: **Medium**

**Endpoint Printer/Fax**

Key Info History Notes Correlations

**Policy Matches**

	Matches
Endpoint - GLBA, PII, and PCI Policy [ view policy ]	79
Social Security Numbers (Medium Breadth, Non-Web Protocols) (Data Identifiers)	78
Social Security Numbers (Medium Breadth, Non-Web Protocols) (Protocol)	1

**Incident Details**

Server or Detector: BTCDLPASP154V  
Occurred On: 3/14/18 8:39 AM  
Reported On: 3/14/18 8:44 AM  
Is Hidden: No [ Do Not Hide ]

User: NTPROD\m018d41

Machine Name: 2V17572  
Machine IP (Corporate): 10.4.1.83  
Endpoint Location: On the Corporate Network  
Application: Microsoft Office Excel  
File Name: Wise Davis.xlsx  
Print Job Name: Wise Davis.xlsx  
Printer Name: HP Universal Printing PCL 5  
Printer Type: Local

Data Owner Name: [ change ]  
Data Owner Email Address: [ change ]

**Message Body**

No message body data available

**Matches (matches found in 2 components)**

Header (1 Match):  
**Printer/Fax**

Body (78 Matches):

**Attributes**

Lookup Edit

**Default Attribute Group**

Resolution	
Dismissal Reason	
Assigned To	
Business Unit	
Employee Code	000005021
First Name	Vickie
Last Name	Wise
Title	SVP, CLIENT ADVISOR
Department	PB CA DALLAS
Phone	214-346-3940
Sender Email	VWise@mail.bankof.com
Region	US
Postal Code	75225
Country	United States
Manager First Name	Patrick
Manager Last Name	Staudt
Manager Title	SVP, MARKET EXECUTIVE - MLO
Manager Phone	972-892-9959
Manager Department	PRIVATE BANK MGMT-DALLAS
Manager Email	PStaudt@bankoftexas.com

Case: 14188369 Symantec Data Loss Prevention

Incident 03545360

Status: **New** Severity: **Medium**

Endpoint Printer/Fax

Key Info History Notes Correlations

**Policy Matches**

Policy	Matches
Endpoint - GLBA, PII, and PCI Policy [view policy]	45
Social Security Numbers (Medium Breadth, Non-Web Protocols) (Data Identifiers)	44
Social Security Numbers (Medium Breadth, Non-Web Protocols) (Protocol)	1

**Incident Details**

Server or Detector: BTCDLASP154V  
 Occurred On: 3/16/18 1:17 PM  
 Reported On: 3/16/18 1:29 PM  
 Is Hidden: No [Do Not Hide]  
 User: NTPROD\m018610  
 Machine Name: 9QJTW1  
 Machine IP (Corporate): 10.4.1.115  
 Endpoint Location: On the Corporate Network  
 Application: Microsoft Office Excel  
 File Name: RealizedGrid\_Grouped131656977910298060.xlsx  
 Print Job Name: RealizedGrid\_Grouped131656977910298060.xlsx  
 Printer Name: BOSC13  
 Printer Type: Local  
 Data Owner Name: [change]  
 Data Owner Email Address: [change]

**Matches (matches found in 2 components)**

Header (1 Match):  
**Printer/Fax**

Body (44 Matches):

**Attributes**

Default Attribute Group

Dismissal Reason	
Assigned To	
Business Unit	
Employee Code	000005121
First Name	Melissa
Last Name	Del-Id
Title	SR SECURITIES SALES/SERVICE SPECIALIST
Department	PB CA DALLAS
Phone	214-346-3961
Sender Email	MDeloid@bolkf.com
Region	US
Postal Code	75225
Country	United States
Manager First Name	Lisa
Manager Last Name	Shannon
Manager Title	AVP, MANAGER, CLIENT SERVICES
Manager Phone	405-936-3907
Manager Department	PB CA OKC
Manager Email	LShannon@bolkf.com

**Message Body**

No message body data available



https://btcdlasp151.bok.com/ProtectManager/EndpointIncidentDetail.do?value(variable\_1)=incidentId&value(operator\_1)=incidentId\_in&value(operand\_1)=2555009&value(status\_menuID)=saved.568

Case: 14188369 Symantec Data Loss Preven...

File Edit View Favorites Tools Help

Symantec Data Loss Prevention Home Incidents Manage System

Incidents > Endpoint > Sherry Lane Print Jobs - Investigation > Endpoint Incident Snapshot

Block - Released Block - Released Encry... BOK Escalate for Inves... BOK Human Resources Em... More

Customize Layout Previous Next

### Incident 03555899

Status: **New**

**Endpoint Printer/Fax** Severity: **Medium**

Key Info History Notes Correlations

#### Policy Matches

Policy	Matches
Endpoint - GLBA, PII, and PCI Policy [ view policy ]	106
Social Security Numbers (Medium Breadth, Non-Web Protocols) (Data Identifiers)	105
Social Security Numbers (Medium Breadth, Non-Web Protocols) (Protocol)	1

#### Incident Details

Server or Detector	BTCDLASP154V
Occurred On	3/16/18 3:33 PM
Reported On	3/16/18 3:39 PM
Is Hidden	No [ Do Not Hide ]
User	NTPROD\m018d41
Machine Name	2V17572
Machine IP (Corporate)	10.4.1.83
Endpoint Location	On the Corporate Network
Application	Microsoft Outlook
File Name	Microsoft Outlook - Memo.Style
Print Job Name	Microsoft Outlook - Memo.Style
Printer Name	HP Universal Printing PCL 5
Printer Type	Local
Data Owner Name	[ change ]
Data Owner Email Address	[ change ]

#### Message Body

No message body data available

#### Matches (matches found in 2 components)

Header (1 Match):

**Printer/Fax**

Body (105 Matches):

#### Attributes

Lookup Edit

##### Default Attribute Group

Resolution	
Disposal Reason	
Assigned To	
Business Unit	
Employee Code	000005021
First Name	Vickie
Last Name	Wise
Title	SVP, CLIENT ADVISOR
Department	PB CA DALLAS
Phone	214-346-3940
Service Email	VWise@mail.bokf.com
Region	US
Postal Code	75225
Country	United States
Manager First Name	Patrick
Manager Last Name	Staudt
Manager Title	SVP, MARKET EXECUTIVE - MLO
Manager Phone	972-892-9958
Manager Department	PRIVATE BANK MGMT-DALLAS
Manager Email	PStaudt@bankoftexas.com



https://bctdasp151v.bok.com/ProtectManager/EndpointIncidentDetail.do?value(variable\_1)=incident.id&value(operator\_1)=incident.id\_in&value(operator\_2)=3557318&value(state\_menuId)=saved388

Case: 14188369 Symantec Data Loss Preven...

File Edit View Favorites Tools Help

Symantec Data Loss Prevention Home Incidents Manage System

Incidents > Endpoint > Sherry Lane Print Jobs - Investigation > Endpoint Incident Snapshot

Block - Released Block - Released Encry... BOK Escalate for Inves... BOK Human Resources Em... More

Customize Layout Previous Next

### Incident 03557318

Status: **New** Severity: **Medium**

**Endpoint Printer/Fax**

Key Info History Notes Correlations

#### Policy Matches

Policy Matches	Matches
Endpoint - GLBA, PII, and PCI Policy [view policy]	130
Social Security Numbers (Medium Breadth, Non-Web Protocols) (Data Identifiers)	129
Social Security Numbers (Medium Breadth, Non-Web Protocols) (Protocol)	1

#### Incident Details

Server or Detector: BTCOLPASP154V  
 Occurred On: 3/16/18 4:05 PM  
 Reported On: 3/16/18 4:05 PM  
 Is Hidden: No [Do Not Hide]  
 User: NTPROD\m018610  
 Machine Name: 9QJTWRL  
 Machine IP (Corporate): 10.4.1.115  
 Endpoint Location: On the Corporate Network  
 Application: Microsoft Office Excel  
 File Name: Feb 2018.xlsx  
 Print Job Name: Feb 2018.xlsx  
 Printer Name: PVT\_BANK Color2  
 Printer Type: Local  
 Data Owner Name: [change]  
 Data Owner Email Address: [change]

#### Message Body

No message body data available

#### Matches (matches found in 2 components)

Header (1 Match):  
 Printer/Fax

Body (129 Matches)

#### Attributes

Lookup Edit

##### Default Attribute Group

Resolution:	
Dismissal Reason:	
Assigned To:	
Business Unit:	
Employee Code:	000005121
First Name:	Melissa
Last Name:	Del-Cid
Title:	SR SECURITIES SALES/SERVICE SPECIALIST
Department:	PB CA DALLAS
Phone:	214-346-3961
Sender Email:	Mdelcid@bokf.com
Region:	US
Postal Code:	75225
Country:	United States
Manager First Name:	Lisa
Manager Last Name:	Shannon
Manager Title:	AVP, MANAGER, CLIENT SERVICES
Manager Phone:	405-936-3907
Manager Department:	PB CA OKC
Manager Email:	LShannon@bokf.com

Case: 14188369 Symantec Data Loss Prevention

Incident 03558797

Status: **New** Severity: **Low**

**Endpoint Printer/Fax**

Key Info History Notes Correlations

**Policy Matches**

Policy	Matches
Endpoint - GLBA, PII, and PCI Policy [view policy]	19
Social Security Numbers (Medium Breadth, Non-Web Protocols) (Data Identifiers)	18
Social Security Numbers (Medium Breadth, Non-Web Protocols) (Protocol)	1

**Incident Details**

Server or Detector	BTCDLPASP154V
Occurred On	3/16/18 4:21 PM
Reported On	3/16/18 4:36 PM
Is Hidden	No [Do Not Hide]
User	NTPROD\m018610
Machine Name	9QJTWRL
Machine IP (Corporate)	10.4.1.115
Endpoint Location	On the Corporate Network
Application	Microsoft Outlook
File Name	Microsoft Outlook - Memo Style
Print Job Name	Microsoft Outlook - Memo Style
Printer Name	BOSC13
Printer Type	Local
Data Owner Name	[change]
Data Owner Email Address	[change]

**Matches (matches found in 2 components)**

Header (1 Match):

**Printer/Fax**

Body (18 Matches):

**Attributes**

Default Attribute Group

Resolution	
Dismissal Reason	
Assigned To	
Business Unit	
Employee Code	000005121
First Name	Melissa
Last Name	Del-Cid
Title	SR SECURITIES SALES/SERVICE SPECIALIST
Department	PB CA DALLAS
Phone	214-346-3961
Sender Email	MDeleid@bokf.com
Region	US
Postal Code	75225
Country	United States
Manager First Name	Lisa
Manager Last Name	Shannon
Manager Title	AVP, MANAGER, CLIENT SERVICES
Manager Phone	405-936-3907
Manager Department	PB CA OKC
Manager Email	LShannon@bokf.com

**Message Body**

No message body data available

**Caywood, Candace**

---

**Subject:** FW: Topgolf Team Outing

**From:** Manna, Vince

**Sent:** Wednesday, March 07, 2018 9:50 AM

**To:** Wise, Vickie <[VWise@mail.bokf.com](mailto:VWise@mail.bokf.com)>; Davis, Skip <[Skip.Davis@bokf.com](mailto:Skip.Davis@bokf.com)>; Del-cid, Melissa <[MDelcid@bokf.com](mailto:MDelcid@bokf.com)>; Gibbons, Barbara <[BGibbons@bokf.com](mailto:BGibbons@bokf.com)>; Smith, Andrew (TX) <[Andrew.Smith@bankoftexas.com](mailto:Andrew.Smith@bankoftexas.com)>

**Subject:** Topgolf Team Outing

Team,

Throwing out some dates for a fun afternoon / happy hour at Topgolf:

- Weds, March 14
- Fri, March 16
- Tues, March 20
- Weds, March 21
- Fri, March 23
- Weds, March 28

Let me know if any of those work / don't work ☺

Vince Manna, CFP®

AVP | Client Advisor

BOK Financial Advisors

Bank of Texas | The Private Bank

5956 Sherry Lane, Suite 700

Dallas, TX 75225

(214) 525-7615 | Office

(602) 329-8682 | Cell

(214) 346-3943 | Fax

[vmanna@bankoftexas.com](mailto:vmanna@bankoftexas.com) | Email

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**From:** Illmer, Rick  
**To:** [Dorwart, Erica](#)  
**Cc:** [Lyons Mike](#); [Johnson, Chad](#)  
**Subject:** Hilltop Securities  
**Date:** Sunday, March 25, 2018 6:20:30 PM

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Erica,

Please be advised that I represent the persons and entities to whom you addressed your March 23 correspondence. I have an arbitration that [begins tomorrow](#) that will likely take all week.

Nevertheless, in the event you intend to file an action seeking a temporary restraining order, please be advised that I am respectfully requesting that I be given reasonable notice and a reasonable opportunity to appear in person to oppose the Application for TRO. You are welcome to call my cell ([214-693-1514](#)).

I will likely be assisted in this matter by one of my partners, Chad Johnson. Chad is copied on this email and his cell number is 214-577-4590.

A more full and complete response to the allegations in your letter will be forthcoming.

Thank you,  
Rick

Sent from my iPad

**Caywood, Candace**

---

**From:** Illmer, Rick <Rick.Illmer@huschblackwell.com>  
**Sent:** Sunday, March 25, 2018 7:56 PM  
**To:** Dorwart, Erica  
**Cc:** Lyons Mike; Johnson, Chad  
**Subject:** Re: Hilltop Securities

Yes, I will accept service for the defendants. Please email me and Chad a copy of any document you file.

Also, please confirm you will provide me and Chad reasonable notice of any hearing and a reasonable opportunity to be present in person to oppose any application for TRO.

Thanks

Sent from my iPhone

On Mar 25, 2018, at 7:34 PM, Dorwart, Erica <EDORWART@fdlaw.com> wrote:

Counsel:

We will be filing papers and seeking a hearing as soon as possible.

Please advise if you will accept service for the addressees.

Thanks,

Erica

Erica Anne Dorwart  
Frederic Dorwart, Lawyers PLLC  
Old City Hall  
124 East Fourth Street  
Tulsa, Oklahoma 74103  
918-583-9960 (Direct)  
918-583-9922 (Office)  
918-688-7420 (Mobile)  
Edorwart@fdlaw.com<mailto:Edorwart@fdlaw.com>

On Mar 25, 2018, at 4:20 PM, Illmer, Rick  
<Rick.Illmer@huschblackwell.com<mailto:Rick.Illmer@huschblackwell.com>> wrote:

Erica,

Please be advised that I represent the persons and entities to whom you addressed your March 23 correspondence. I have an arbitration that begins tomorrow<x-apple-data-detectors://1> that will likely take all week. Nevertheless, in the event you intend to file an action seeking a temporary restraining order, please be advised that I am respectfully requesting that I be given reasonable notice and a reasonable opportunity to

appear in person to oppose the Application for TRO. You are welcome to call my cell (214-693-1514<tel:214-693-1514>).

I will likely be assisted in this matter by one of my partners, Chad Johnson. Chad is copied on this email and his cell number is 214-577-4590.

A more full and complete response to the allegations in your letter will be forthcoming.

Thank you,  
Rick

Sent from my iPad